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CBW

Coach and Bus

12 April 1997 • Issue 264

**EXCLUSIVE
INTERVIEW**

Shearings/WA
latest

THIS YEAR'S MODEL

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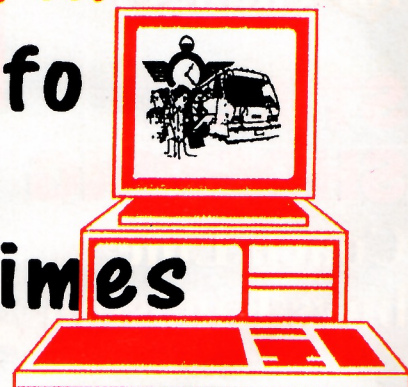
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radio/speech pa,
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Supporting publication
for BTTF 1997



Get geared up for fussier passengers

WHETHER by accident or design the face of the British coach industry is changing before our eyes. Operators are recognising the importance of trading up, and older stock is becoming the exception rather than the rule.

If you don't believe it take a look in the coach parks up and down the country and compare the overall picture with, say, two years ago.

If there is an explanation for the switch we can put it down to a number of factors. But there are two main catalysts: the compulsory fitment of seatbelts on coaches used for school transport and the availability of late-model new-to-you coaches in dealers' yards.

There's also the coincidence of delayed investment by a large sector of the coach industry with, dare we say it, a more discerning travelling public.

Coaches and buses are constantly in the public eye - that's the nature of the business. Consequently public perceptions are directly related to what the public sees.

When most coaches were 53-seat Fords or Bedfords, that's what they expected and, as a consequence, there was little to choose between one operator and another.

Not any more. The drive to improve quality by a select band of operators produced a sharp contrast between the all-singing, all-dancing highliner and a standard coach.

Recovery of new coach sales has pumped an increasing number of 'modern' coaches on to our roads over the last two years. By and large they entered the 'big' fleets which operate a policy of rapid turnover of vehicles. Who was then going to buy these young coaches at nearly-new prices?

This brings us round to Spring 1997 and the catalysts for change. Operators have never been slow to spot a deal and dealers have been very willing to trade. Instead of putting off fleet replacements, the time is now right to change up.

As you will read in this issue of *CBW* there are also emerging trends in the new coach market where small to medium-sized operators are among those kitting out coaches with the essential extras to win business.

It all points to the coach industry moving up a gear and, if operators take their prompt from Marksman's costing tables, there is a real chance of charging rates to match the better tackle on offer.

Mike Morgan,
Editor



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Coach and Bus Week ending 12 April 1997

events

14/15 April: Smart Cards in Transport, Implementation and Development Conference, The Selfridge Hotel, London. Details on 0181 743 8787, fax 0181 740 1717

17/18 April: 21st Nottingham Conference and Exhibition - Influencing the Transport Decisions. University of Nottingham. Speakers include Neil Kinnock. Details, fax 01223 881604

19-20 April: UK Coach Rally, Brighton. Details from Ann or Paul Cousins of Coach Displays Ltd on 0181 581 0049. Trade inquiries contact Mark Griffin on 01926 888123

21 April: Bus Priority and Improvements to Local Bus Services. One-day conference at Napier University, Edinburgh. Speakers on Quality Partnerships, Guided Bus, Route Length Bus Priority, Park and Ride etc. Details from Tom Rye on 0131 455 2210/2477

22-24 April: Traffex 1997 Conference — Challenges for the Millennium, National Exhibition Centre, Birmingham. Details from Lisette Westerhuis on 0181 741 1516, fax 0181 741 5993

29 April: Omnibus Society meeting, LT HQ, 55 Broadway, London SW1. Thomas Knowles, Lancaster Buses. Details from Barry Le Jeune on 0171 918 3295

10-11 May: Greater Manchester Museum of Transport reunion of Stockport Corporation transport department workers and old buses. Contact Steve Lord at the museum on 0121 722 4649

13-15 May: Association of Local Bus Company Managers (ALBUM) conference, De Vere Hotel, Blackpool. Details from Ian Marsh at Blackpool Transport on 01253 348247

24-25 May: AEC Society 14th Annual Road Run and Rally, Wollaton Park, Nottingham. Details on 01509 212672

1 June: Valley Lines Festival of Transport, and Bus & Coach Wales, Barry Island, Vale of Glamorgan. Details from Glyn Bowen, on 01443 6930871

1-6 June: 52nd UITP Congress, Stuttgart, Germany, includes Worldwide Exhibition of Public Transport running parallel from 2-5 June. Details on 32 2 673 61 00 or fax 32 2 660 10 72

Coach

Wallace Arnold -

Group md of Shearings allays growing fears of WA job losses

UK EXCLUSIVE INTERVIEW

by Andrew Jarosz

SHEARINGS Group managing director John Slatcher has broken the company's silence exclusively to *CBW* this week, to spell out its plans for Wallace Arnold Tours.

Anxious to quell growing fears of mass redundancies among the 1,000 WA staff, he told *CBW*:

"Leisureplus (the Shearings holding company) is a growing company with a growing business, and we have no intention of initiating widespread job cuts, as there is no commercial reason to do so."

Mr Slatcher has tried unsuccessfully to gain permission to approach worried WA staff, but the negotiation and confidentiality process had hitherto prevented him. His assurance of no immediate redundancies and a theoretical maximum job loss of less than 100 comes as staff took out full-page newspaper advertisements urging WA's shareholders to reject the deal.

He said that, although sale discussions were private, when issues such as job losses are rumoured the correct way to handle them is to talk to employees directly, and not through the media.

The Shearings md confirmed that the deal, estimated to be worth

around £30 million, would not just maintain the Wallace Arnold brand, but develop it, building on the excellent reputation it enjoys in Yorkshire and across the UK. "Commercial logic dictates that position, because the price would include not just assets like coaches, but the brand and loyalty it commands.

"There are 158 staff at Gelderd Road, and some jobs will go in administration and finance, but they will be replaced by new jobs such as telephone reservation staff. Naturally we understand the concern that an acquisition causes workers - Shearings has itself been acquired three times in recent years." Staff will be protected to a certain extent by the 'transfer of undertakings' legislation, he said.

Mr Slatcher also confirmed that a percentage of equity in the company has been reserved for WA staff, who will be able to purchase shares in the organisation in the same way that

Shearings staff are now able to. These stakes will probably generate a tidy profit when the company is floated on the stock market in 18 months.

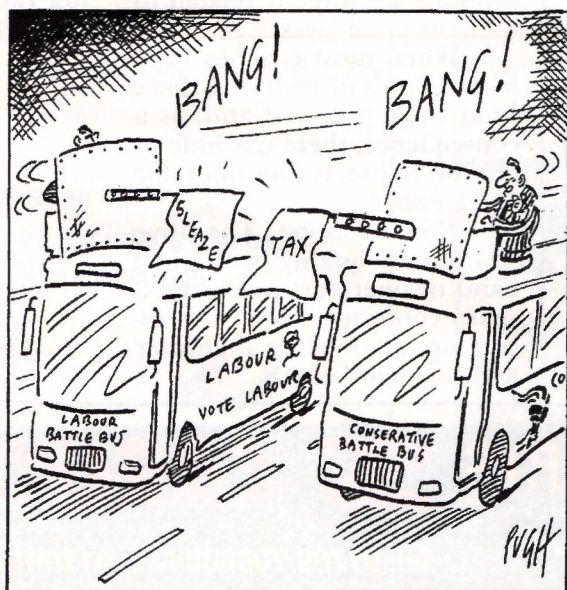
Because the Leeds premises are not included in the sale, WA operations will eventually move to Normanston, but not before a further £1 million investment is made in expanding the Shearings facility to take in the increased workload. As planning permission has not yet been sought, this means WA will have to continue to operate from Leeds for at least 12 months and, because the tour patterns are significantly different, they will have to operate as separate entities.

The growth of Wallace Arnold would come through gaining access to 20 per cent more pick-up points by using Shearings' feeder network. In fact, it is estimated that integration of feeder networks and moving WA's tours to its coach interchanges would save around £3 million per annum, while also offering better passenger facilities than the motorway service stations that WA currently uses.

WA tours will also be able to make savings through using the 33 Shearings hotels as well as its own five hotels, and Mr Slatcher is poised to

Coach

Parties go to war in their battle buses



THE major political parties are ready to go to war in their famous 'battle buses'... and a variety of machines will be used.

John Major has opted to make use of a Duple 340 on Leyland Tiger... the same, telecommunications-equipped vehicle he used to win the 1992 election. This equally seasoned campaigner has been repainted in anonymous white, and internally refurbished.

For Tony Blair, it's a more upmarket though E-registered DAF Van Hool Alizee band bus. As with others in its genre, it has the lot, including servery and air-conditioning.

Liberal Democrat leader Paddy Ashdown has also opted for a little more ostentation, travelling in a Volvo B10M Jonckheere double-deck... believed to be another band bus, though, like the other political party vehicles, the origin and operator is being kept under wraps for security reasons.

When *CBW* contacted the Scottish National Party, our reporter was rebuffed by the telephonist, who stated in clearest terms that the SNP is travelling by car, and didn't want to hire any coaches... click, brrrrrr.

■ What's in the manifestos? We take a look on Page 12

Slatcher's plans



On the road to merger: John Slatcher believes big is better

step up the hotel acquisition rate as part of the growth process. WA's Caledonian Travel direct-sell subsidiary will also be expanded, as will the existing number of travel shops. "In this business, only the bigger companies are

surviving" he said. "Leisureplus can bring specific management skills to Wallace Arnold and grow the brand to secure its future and that of the employees.

"For instance, the WA Continen-

tal programme is significantly different from ours, which is more resort based. By opening up our feeder network at no extra cost from areas like the North West, we can boost WA tour sales and strengthen load factors and hotel occupancy figures."

WA staff have yet to react to Mr Slatcher's assurances, but have tabled a number of pointed questions at WA chairman David Winterbottom in their newspaper advertisements. They ask whether it is in the shareholders' best interests to be negotiating with just one bidder, and in secret. They also ask whether other alternatives such as a management buyout have been considered to safeguard jobs.

The letter asks: "Is it likely that a brand of the quality and heritage of Wallace Arnold would fail to attract serious acquisition interest?"

Mr Slatcher reacted to the employees' approach to shareholders by suggesting that it may be in their best interests to sell, particularly as 35 per cent of the equity is in the hands of institutions. "We believe that shareholders will be very interested in hearing the value we have placed on Wallace Arnold, and in the opportunity the WA board will have to significantly enhance the value of a share price which has underperformed the market in recent years."

Coach

Winners and losers at Aintree

BAKERS Coaches of Bid-dulph was just one of around 150 operators whose vehicles were impounded during the Aintree bomb scare last weekend.

A day excursion organised by Bakers was in trouble within an hour of arrival, as the fire alarms began ringing and everyone was ordered out of the racecourse.

"The entire crowd of racegoers hung around outside the ground for hours before it became obvious the race wasn't going to be run," said md Philip Baker. "There was no assembly point, and people were

eventually sent to Albert Dock.

"We sent a replacement coach down there and tried to find as many passengers as possible, but we could locate only two of our party. The rest had dispersed or made their own way home.

"The oddest thing is that we have had only one phone call from the trip all weekend, from the couple we picked up. I suppose everyone realised the situation, and we haven't been asked for a refund.

"It has cost us money. Sadly, of course, there was no time to organise another excursion."

Mr Baker said it was the second time in a week the IRA's actions had trapped his vehicles. The M6 closure forced him to hire a London operator's vehicles to retrieve a party from Heathrow airport as far as Watford Gap, where they were transferred.

Fleet Coaches, from Hampshire, was to provide two-way transport for the Gurkha Regiment, but its charges were whisked away by a special army unit the moment the Aintree bomb scare was announced.

"Bomb or otherwise, it blew our schedule to pieces," said general manager John Aldridge. "The

Gurkhas were back on the Monday, and we had indications that the coach was being tracked by security 20 miles from the venue. It was, of course, one of the only coaches to attend."

MTL South Liverpool, however, mined a rich seam. It provided bussing when an almost-forgotten Merseytravel emergency evacuation plan swung into action, and provided extra work for more than 100 drivers.

"Within 25 minutes, we had 30 vehicles at the racecourse," said MTL South Liverpool general manager Tom Balshaw.



News Digest

■ BLUEBIRD Buses has invested £750,000 in a new depot and paintshop on the outskirts of Aberdeen. The facility ends five years of searching and leasing space from Grampian Transport since Bluebird moved from a "ram-shackle" site in 1991, said operations director Robert Andrew.

It will provide standing, servicing, cleaning, bodyshop and paint facilities for the Stagecoach subsidiary's bus and interurban coach fleet. It was opened by transport minister John Watts, who also presented Bluebird with its Bus Operator of the Year award last November.

■ THE Office of Fair Trading has given the go-ahead to FirstBus' acquisition of Southampton Citybus. The deal, expected to be approved by shareholders and completed by mid-May, is likely to include Citybus' fleet of 160 vehicles, including 10 based at subsidiary Hants & Sussex, in Havant, and depots at both locations. FirstBus' nearest operation to the city is Provincial in neighbouring Portsmouth.

■ DENNIS has manufactured its 1000th Dart SLF - the most popular low-floor chassis by far in the UK. The Guildford manufacturer has so far had orders for 1,700 SLFs.

■ STAGECOACH'S undertakings to allay worries about the acquisition of A1 Service in Ayrshire have been accepted by the DTi. The company has said it will adhere to strict guidelines to prevent predatory behaviour, and made assurances that, if it undercuts rivals' fares, it will maintain that fare level. This conclusion has taken more than two years to accomplish since the acquisition of A1.

In brief

MVA study

THE MVA Consultancy has been commissioned by public/private sector consortium Kent Thames-side to lead a multi-disciplinary team of consultants which will undertake the first stage in a comprehensive implementation study for public transport in the Dartford and Gravesend area. MVA will evaluate systems including bus, guided bus and light rail.

Mobil test

MOBIL Oil is taking its diesel diagnostic unit to the Brighton Coach Rally on Saturday 19 and Sunday 20 April. Rally participants will have the chance to take an emissions test and all tested coaches will receive an emissions test certificate.

Clean glass

DAIMLER-BENZ in Germany is testing a water-repellent coating that can keep coach windows clean and dry. The hydrophobic coating consists of a silicon-based compound chemically bonded to the glass surface.

Dundee - 25p

CASH-STRAPPED Dundee City Council is introducing a flat rate 25p fare under a new concessionary travel scheme. The change has been described as "good news" for pass holders making longer journeys but will mean a 5p increase in some instances for OAPs and disabled people.

MP backs bid

FALKIRK West MP Dennis Canavan has added his support to a union bid to prevent FirstBus subsidiary Midland Bluebird from being sold. A Monopolies and Mergers Commission ruling that FirstBus should sell the company after acquiring it from Strathclyde Buses has sparked fears among employees over job security, wages and pensions.

▼ Coach and Bus

No sign of slump...yet

Figures 34 up on March 1996

by Mark Williams

THE month's delivery figures show no sign yet of the predicted slump in new coach and bus sales, with 34 more vehicles delivered than in March '96.

Predictably, however, Volvo heads the league table by a wide margin, having provided more than 51 per cent of the market's underframes. That's almost twice the market share of its nearest rival, Dennis, which, in turn, has four times as much of the market as Optare.

Comparing the first

quarter of '96 with '97, Dennis has logged an impressive performance in terms of market share thanks mainly to bus sales.

Scania and DAF Bus show a significant slip but, at this stage, with relatively few vehicles in the sample, a single delivery could redress the balance.

Both Volvo and Dennis have benefited from a hugely improved March delivery of buses, but the latter company has seen coach deliveries for the first quarter slip despite the overall market being slightly up for the month.

COACH AND BUS REGISTRATIONS

	March		Year to Date			
	1997	1996	1997	%	1996	%
Volvo	193	177	454	51.1	464	51.8
Dennis	115	73	249	28.0	206	23.0
Optare	8	20	53	6.0	52	5.8
Scania	18	30	36	4.1	75	8.4
Bova	11	0	16	1.8	3	0.3
DAF Bus	12	29	12	1.4	38	4.2
Others	25	19	68	7.7	58	6.5
Totals	382	348	888	100.0	896	100.0

COACH REGISTRATIONS

	March		Year to Date			
	1997	1996	1997	%	1996	%
Volvo	107	121	184	55.4	274	67.7
Dennis	23	18	42	12.7	39	9.6
Scania	18	20	33	9.9	36	8.9
Bova	11	0	16	4.8	3	0.7
DAF Bus	12	15	12	3.6	16	4.0
Others	20	12	45	13.6	37	9.1
Totals	191	186	332	100.0	405	100.0

BUS REGISTRATIONS

	March		Year to Date			
	1997	1996	1997	%	1996	%
Volvo	86	56	270	48.6	190	38.7
Dennis	92	55	207	37.2	167	34.0
Optare	8	20	53	9.5	52	10.6
Scania	0	10	3	0.5	39	7.9
DAF Bus	0	14	0	0.0	22	4.5
Others	5	7	23	4.1	21	4.3
Totals	191	162	556	100.0	491	100.0

The above table details all vehicles on designated PSV underframes registered last month in Great Britain, Northern Ireland, the Isle of Man and Channel Islands. Source: SMMT



Fares on Stagecoach Manchester 'Magic Buses' generally 15p-20p lower

▼ Bus

More Magic Buses on 192

STAGECOACH Manchester has brought in a revamp of the 192 route on the A6 Stockport Road between Hazel Grove and Manchester, with a £2.5 million investment in new vehicles, and the introduction of more of its highly-decorated Magic Buses.

The Q192 route is claimed to be the busiest route in Europe, and carries around 130,000 passengers per week, with over 1,000 moved in every peak hour. Original plans for low-floor buses have been superseded by their diversion to Glasgow and the new vehicles are standard B10M buses with Northern Counties bodies. When delivery is complete, these will be branded specifically for the service.

The company has brought in a 24-hour service which is co-ordinated with the

existing Finglands one during the night. Tickets are now interavailable between Stagecoach Manchester and Finglands after 8pm to cut down waiting periods during the night, although Finglands has now pulled off daytime operations completely.

Stagecoach area manager Chris Bowles said partnerships had been struck with Finglands, Stockport and Manchester councils to improve passenger flows on the A6. "We have learned lessons from competition over the operation of an eight-mile route and we have a dedicated team of supervisors keeping the services smooth at key points."

Fares on the 'Magic Buses' are generally 15p-20p lower and the company is looking to see how passengers react.

▼ Coach

Tour pioneer dies aged 88

THE founder of Weirs Tours, the Glasgow firm which went into liquidation last month, has died aged 88. Andrew Weir started out as a tram driver with Lanarkshire Corporation in 1928, moving on to local buses before establishing his first coach company just after the Second World War.

However, the venture did not work out and he went on to set up Weirs Tours in the early 1950s. The company quickly became recognised for taking Scottish holidaymakers down to Blackpool from its depot in Old Kilpatrick, and shops in Springburn and Scotstoun.

The most recent owner of Weirs Tours, Dennis Noble, described Mr Weir as "one of the greatest pioneers of the coach tours business."



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cassette, double
glazed, blinds to
side windows, (lap
type) seat belts.
Choice



1996 (N) VOLVO VAN HOOL ALIZEE

Ref: V394/C
44 seats, air
conditioning, double
glazed, continental
door, toilet,
radio/speech pa,
TV/video, fridge,
servery, MoT
12.03.98.



1989 (PP) MAN 16.290 HOOL (Telma) - JONCKHEERE DEAUVILLE

Ref: S/357/C.
53 seats, radio/PA
cassette, double
glazed, blinds to
side windows, (lap
type) seat belts.
Choice



1992 (J) VOLVO B10M MkIII VAN HOOL ALIZEE

49 reclining seats, ZF
6 speed S690 manual
gearbox, half rear
emergency door,
centre continental
exit door, radio/PA
system, centre
mounted toilet,
centre servery.
Choice



1990 (G) LEYLAND PLAXTON TIGER 3200

Ref: L/389/C
50 reclining seats,
6 speed ZF gearbox,
double glazed,
toilet, radio/PA
system, drinks
servery, white livery



1990 (G) TOYOTA OPTIMO II CAETANO

Ref: T/330/C
18 seats and courier
seat, power door,
radio/PA, seat belts,
livery blue,
MoT 17.07.97



1991 (H) VOLVO B10M MKIII VAN HOOL ALIZEE

52 seats + crew seat,
centre sunken toilet,
servery, fridge,
continental door,
radio/PA/cassette,
double glazed,
blinds to side
windows. (lap type)
seat belts.
Choice



1990 (PP) DAF DHSB3000 VAN HOOL ALIZEE

Ref: D/396/C
51/55 seats, 7 speed
ZF gearbox, double
glazed, toilet,
radio/PA, livery
white/blue,
MoT 15.11.97



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gearbox, livery white,
patterned moquette
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Happier times: Ian and Dianne Hambling with Welcome Cup awards

▼ **Coach**

Fire destroys 10 years' work

MORECAMBE'S award-winning coach company, Regent Travel, has suffered the heartache of a fire which has devastated its Middleton depot.

Run by Ian Hambling and his wife Dianne, Regent was the toast of Morecambe at the end of the 1996 season after winning an award for offering the warmest welcome to the Lancashire resort.

However, the company is faced with the loss of an MAN SR280 and DAF/Van Hool executive coaches out of its three-strong fleet following the fire, which ripped through its garage in the middle of the night. The third coach - ironically a Ford with which the company started business 10 years ago - was parked outside and driven clear of the danger zone.

According to the local fire brigade,

the fire is believed to have started in a coach which had been out during the day on a mystery tour.

Mr and Mrs Hambling were putting on a brave face as they signalled business as usual and welcomed passengers on a scheduled five-day tour to Paignton.

Mrs Hambling said: "We're devastated. It only took 20 minutes to destroy what we've worked 10 years to build up. But we're determined to carry on."

Regent Travel operates a UK tours programme but its core business is bringing people to stay at the Belle Vue Hotel - a contract built up over a number of years which contributed to their victory in the first Welcome Cup award as part of Morecambe's Warmth of Welcome campaign.

Their prize was a Christmas cruise on the QE2 - their first holiday for four years.

▼ **Coach**

Bergland

Fleet sold to Ebdon's Coaches and cash

by Robert Izzard

BERGLAND International Travel, based in Rochester, Kent, has sold its fleet to Ebdon's Coaches and is pulling out of UK operation.

The six-vehicle operation - which ran an all-integral fleet including unusual, right-hand-drive Drögmöller coaches - was headed by md John Stevens, a well-known voice in the coach and travel industry, who long campaigned for coach operators in the UK to increase their rates.

Explaining the company's decision, John Stevens told *CBW*: "The economic circumstances in the 1980s were quite different from what they are today, particularly in terms of market and the price we could operate.

"We simply do not feel that there is any prospect of the UK coach market providing the necessary returns for the vehicle outlay that is now required.

"We are probably one of the first coach operators to take advan-

tage of what we regard to be the benefits of the Single Market.

"I have disposed of our British fleet and re-invested something approaching the same amount of money in new vehicles in Austria, where we have a sister company, Bergland Tirol," he said.

Mr Stevens had warned of 'softening' pricing in the UK. Exactly a year ago, he wrote in a *CBW* 'Letter of the Week': "It is high time that the control of the market reverted to coach operators. The price to be charged need not be controlled by the marketplace - we should be doing it."

Bergland International was founded in 1982, and was briefly based in Bedford, before spending the eighties through to 1990 operating from Watford. In 1990, the company moved to its current purpose-built premises in Rochester.

Bergland made the



Regional Round-up+++Regional Round-up+++Regional Round-up

▼ **Yorkshire**

Leger awards

LEADING coach tour operator Leger Travel based in Rotherham, South Yorkshire, has recognised 50 travel agents nationwide for their efforts over the past year. Leger presented the agents with a certificate which they can use for publicity purposes, recognising them for their outstanding commitment to sales and service, and a bottle of champagne as a thank you from the com-

pany. Leger hires coaches for tours to Ireland and the Continent, says key account manager Allan Rickwood. About 45 of them are liveried in Leger colours. Leger is also the selected tour operator for Disneyland Paris.

▼ **Cornwall**

Fifth break-in

DEEBLES Coaches of Liskeard has suffered its fifth theft at its premises since Christmas. And the theft - of diesel fuel - caused the coaches to run

out of fuel on their school runs. About 35 gallons of diesel was taken from each vehicle. When the coaches ran out of fuel, the children had to be picked up and taken on to the schools by other vehicles. Operator Arthur Deebles said he was at his wits' end to know how to stop the break-ins.

▼ **Suffolk**

Ipswich plan

CONSULTANCY Oscar Faber has been commissioned by Suffolk County

Council and Ipswich Borough Council to increase public awareness of options for improving bus, cycle and pedestrian access to Ipswich town centre. The options are part of the implementation of an integrated transport strategy. They include clockwise and anti-clockwise gyratory routes linking the two bus stations on opposite side of the town, together with traffic management measures to restrain other vehicle movements through the town centre.

▼ **Grampian**

Local win

STAGECOACH outfit Bluebird Buses of Aberdeen is the area C regional winner of the National Federation of Bus User-Optare Welcome Aboard Awards. The scheme was set up last year by the NFBU to reward those local bus companies and individuals among their staff who were offering exceptional service to their customers. Commendations from passengers came in from

pulls out of the UK

is invested in new vehicles in Austria

move to Rochester expecting the market to continue to improve, based on policy decisions made at the height of the eighties boom, which the company has subsequently had to modify.

In the eighties Bergland International bought all its coaches new. All were integrals, sourced from three German manufacturers - Neoplan, Mercedes-Benz, and Drögmöller. Bergland International imported these vehicles direct from the manufacturers.

Bergland International's business was similar to that of a charter airline in that the company had contracts with tour operators.

Its fleet of coaches was specifically purchased with a view to running high-mileage journeys through Europe. The services were basically shuttles, but not necessarily overnight, some taking two or three days, with hotel stops on route.

The largest proportion of Bergland International's work came initially from Global Overland, and Bergland's vehicles used to feature on the front of Global's brochures.

The company also worked for Crystal Holidays, which is now the premier ski tour operator in the UK.

Crystal started in 1981, a year before Bergland, and its directors had connections with John Stevens from working in the travel trade. Crystal then used to carry all its ski customers by coach and, when Bergland started up a year later, work developed which led to it operating up to 10 coaches at a time for Crystal.

In addition to carrying the Winter ski traffic, Bergland also operated Crystal's Lakeland Mountains programme in the Summer as well. Bergland International was the last coach operator to work for Crystal on a large scale.

Nowadays, Crystal's programmes are based on air travel, and more recently, in Europe, the overland train.



Taking over: Ebdon's Coaches gains vehicles

▼ Bus

Minibus op sold

MERRY Hill Minibuses, launched to serve the Dudley shopping centre, has been sold to Travel West Midlands. It runs 22 MetroRiders, but they are to be replaced by TWM.

The company was launched by Merry Hill's developers, the Richardson brothers, in 1988, with a majority shareholding held by Carlyle Buses and West Midlands Travel, which both surrendered their equity in the early 1990s.

Merry Hill's eight daytime routes will continue, with TWM travel passes valid on them all.

▼ Bus

End of road

LIVERPOOL'S ill-fated former independent, Fareway Passenger Services, has finally met its end. Launched just after deregulation, it managed to reach £4 million turnover and 70 buses but, after boardroom war, was bought by MTL... which has now absorbed the fleet and surrendered its licences.

nd-up+++Regional Round-up+++Regional Round-up+++Regional

all over the country. The winning driver for area C was Alec Cockburn of

Western Buses of Ayr and the winner for the group of drivers/route section

was Ulsterbus' Goldliner.

▼ Dorset

Promo

SOUTHERN National introduced an aggressive marketing strategy which included a prize draw and competition after a period of difficult trading conditions in the Weymouth area caused by competition.

The 'Ride & Win' promotion was launched in January for six weeks, advertised in the local media and fully supported with merchandising material throughout the company's fleet and travel offices.

It attracted 2,893 entries. Divisional director of Southern National's Dorset operations David Beaman said passenger ridership increased by 18 per cent during the six weeks, "a result unprecedented in the bus industry. Mr Beaman is pic-

tured presenting cheques to the finalists.

▼ Northants

Joint ticket

A £4.99 MULTISAVER ticket has been launched jointly by Stagecoach United Counties and Northampton Transport. It will allow unlimited travel after 9.30am on weekdays and on weekends and bank holidays and can be bought and used on all Northampton services operated by both firms.



▼ Coach

Alf Moseley unveils Marcopolo on MAN



Addition to Shepshed's range

by Mike Morgan

AFTER months of speculation, Alf Moseley has revealed his hand and unveiled a Marcopolo-bodied MAN as an addition to the range of new coaches to be sold by his Shepshed dealership.

Trading as Alf Moseley Continental, the dealer is sole importer of the Marcopolo luxury coachwork and has hitherto offered Portuguese-built Explorer II on Dennis Javelin 245 chassis.

However, the company has progressively strengthened its sales force, fuelling expectations that another chassis would soon be offered to extend the range.

This new chassis is MAN's rear-engined 18-310 and the first makes its public debut at the Brighton coach rally next weekend.

It is powered by a 310 bhp Euro II engine driving through six-speed ZF manual gearbox. Bodywork includes 50 Vogel reclining seats each fitted with inertia reel lap belts, courier seat, double glazing with curtains, carpet to isle, Blaupunkt radio/PA/cassette, and 15-inch video monitor.

A centre sunken toilet/washroom with Continental door and steps has been fitted to the offside with cool box and hot water boiler mounted on to the toilet top.

To the rear of the vehicle a one-piece GRP panel is fitted as standard with high-positioned rear lights to enhance vehicle safety.

Finished in MAN Bus and Truck corporate livery, the vehicle is due to enter an intensive demonstration programme after the rally, where it will be joined by two of the first Javelin-chassis Explorer IIs with 245 Euro II engine.

Chairlift supplied

OF two Dennis Javelin/Marcopolo coaches at Brighton, one is a 50-seat conventional coach and the second a 49-seat with factory-fitted wheelchair lift.

The accessible coach is for MCT Group travel of Motherwell to meet the precise requirement of its owner, Oswald Heenan, for a coach built for wheelchair access on the production line rather than a stock vehicle which is subsequently converted.

Mr Heenan's insistence on buying a coach built for the purpose follows from his determination to offer disabled passengers equality when it comes to vehicle choice.

He said the offer of a completed coach for conversion brought unacceptable discrimination because, once certified and subsequently adapted to take a wheelchair lift, a coach is not allowed to exceed 60mph - a small but significant difference.

The MCT coach has 49 Fainsa America Star recliners, Unwin tracking and Ricon Mirage powered lift fitted to the near-side, preserving the coach image.

More choice: MAN 18.310 added to Javelin 245

▼ Coach

Coachline buying Thamesdown's operation

COACHLINE'S buying spree seems set to continue with the acquisition of Thamesdown's coaching operation in Salisbury.

Though neither Swindon-based Thamesdown nor South Yorkshire-based Coachline would confirm the deal, it is understood that the entire, 16-coach operation of Kingston Coaches, based at Lopcombe, plus the freehold depot may pass to Coachline.

Protracted talks have taken place over the last month, and an inside source suggested the sale

transfer may have happened by the time CBW is published.

Thamesdown md John Owen admitted talks have taken place, and added: "If we look at the industry at present, it would seem to be something of a trend for bus companies to sell their coaching operations, and coach operators buying companies to get bigger."

Coachline fits into that trend, having already built the fleet in size and acquired Southampton Citybus' coaching fleet - Red Ensign, which has six, double-deck coaches



South Yorkshire operation growing 'geographically' to spread load (CBW, 8 February).

Coachline added two single-deck Van Hools, and is operating the fleet temporarily from the Citybus depot until

other premises can be found. Coachline md Glen Harrison would not comment on the situation but said that, after a short period to establish work

for the existing fleet, Coachline would be setting out to look for other operators in its bid to spread its load geographically.

CBW



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▼ **Coach and Bus**

Promises, promises



Will you be backing Sir George Young?

Transport issues have taken a back seat in the election campaign, but the three major parties' manifestos offer operators plenty of choice. Mark Williams has delved into them in three crucial areas - transport, industry and employment, and the environment - to discover where the battle lines have been drawn

CONSERVATIVE

Transport

Will bring forward plans to privatise the Underground, and use the proceeds to modernise the system.

Will regulate Tube fares by no more than inflation for four years.

Will encourage local authorities to use existing funding to promote public transport developments. Will introduce new regional traffic control centres, in the private sector, and extend variable speed limits.

Industry/employment

Will remove legal immunity from industrial action in 'essential services' which has a disproportionate or excessive effect. Will allow employers to seek an injunction to prevent such action. Will not sign up for Social Chapter.

Environment

Will reduce CO₂ levels by 10 per cent by 2010.

LABOUR

Transport

Pledges to keep VAT out of public transport fares. Will establish a new rail authority, combining functions of rail franchiser and DoT. Will develop a public/private partnership to improve the Underground. Labour promises local regulation of bus services, with quality partnerships a key component. Will improve provision and enforcement of bus laning, and car parking linked to public transport

Industry/employment

Reformation of competition law and will enforce train operators' commitments. Promises union recognition where the majority of the workforce is represented by a single union.

Will review capital gains and corporate tax regimes to promote greater long-term investment. Will provide a statutory interest scheme for late payment of debts. Will support the Social Chapter and introduce a minimum wage in consultation with business.

Environment

Development of an integrated transport policy to fight congestion and pollution.

LIBERAL DEMOCRATS

Transport

Establish a regulator for the bus industry, and give responsibility for co-ordinating bus services to local authorities. In cases of destructive competition, will allow traffic commissioner to order franchising of specific routes.

Will enable councils to introduce urban road-pricing schemes, using the revenue raised to invest in better public transport.

Will rebalance fuel tax and vehicle excise duty to promote efficient fuel use. Will acquire a controlling interest in Railtrack, and create a small number of regional railway companies, and a National Rail Authority to franchise services.

Will recycle parking charges and penalty notices, through local government, into public transport enhancement, and switch road building funds to rail.

Industry/employment

Will reduce employment and goods taxation and employers' contribution to national insurance, shifting the burden to taxing pollution and resource depletion. Abolish the Uniform Business Rate and introduce a new, local rating system. Will give employees new rights to consultation and participation in decision-making. Will enforce union recognition based on a simple majority membership. Will introduce greater shareholder control over directors' pay and appointments. Will require all employers to release employees under 19 years old to a minimum two days' a week further education and training, and introduce statutory requirement for companies to declare training spend in accounts. Introduce a remissable two per cent training levy on payroll, minus approved expenditure on training. Will decentralise wage bargaining, but underpin with protection for low-paid through a new Low Pay Commission. Make interest payable on overdue payments.

Environment

Will tax pollution and resource depletion. Cut CO₂ emissions by 30 per cent by 2012.

CPT sends transport briefing to candidates

ALL Parliamentary candidates in the forthcoming election have been sent a public transport briefing sheet by the Confederation of Passenger Transport.

The sheet outlines the central theme of CPT policy including

demands for more road space, tourism provision for coaches, restoration of full Fuel Duty Rebate, and a demand that public transport fares remain free of VAT.

The letter coincides with the

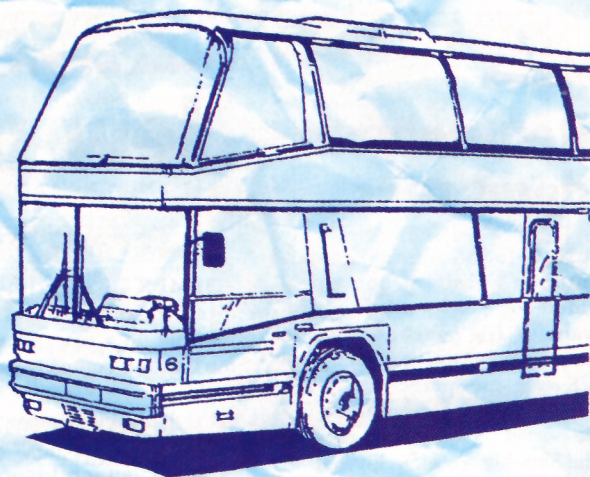
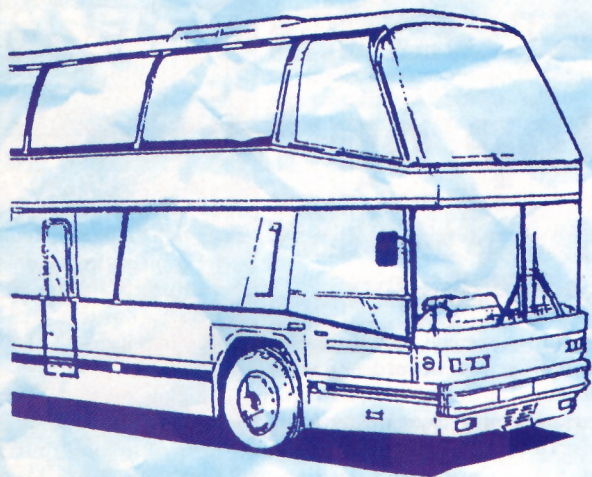
latest edition of the CPT's media booklet, *The Passenger Transport Industry in Great Britain*.

The 32-page, '97 edition gives the latest statistics relating to all areas of public transport, including safety, mileage, the vehi-

cle parc, taxation and the demographics of the bus-using public.

The booklet can be obtained by members direct from CPT's Imperial House, at 15-19 Kingsway, London WC2B 6UN. **CBW**

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▼ **Coach**

Reduce your dead runs

A NEW facility on the Showbus Internet website is being provided for coach operators who want to fill coaches running empty on return journeys from UK air and sea ports.

For £32 per run these will be posted on a directory page on the Showbus website. Entrants to the EFE Showbus rally at Duxford can get a 50 per cent discount on this service. Service provider, Dr Martin Isles, said: "This brilliant suggestion came from transport guru, Julian Peddle. Operators can make huge savings on dead runs."

To place your season's projected dead runs on the Internet, visit the website at: <http://www.showbus.co.uk/deadrunk.htm>, or email dok@showbus.co.uk, or post your information to: Showbus Dead Run Directory, 6 Fair Ridge, High Wycombe HP11 1PL, or phone or fax on 01494 558147.

▼ **Coach and Bus**

New open-top op in Bath

by Mark Williams

FORMER Badgerline directors and managers have set up a new open-top bus tour company for Bath.

Bath Bus Company is forging ahead with a Summer launch for its services, despite having fallen foul of a decision by Ryans Coaches not to sell out (CBW, 29 March): "Our plans have hardly been 'scuppered' as your story suggested," said former Badgerline director Martin Curtis.

"The intention was to look for new opportunities in Bath while simultaneously exploring

Company set up by former Badgerline directors

the possibility of acquiring other local bus businesses," said Mr Curtis. "We have a complete and very experienced management team and, having worked together for a number of years, it

seemed only natural that we should continue together in bus company management."

He admitted that Chris Ryan's decision to pull out of selling at the eleventh hour had been a

setback, but he said parallel projects were already running, and vehicle delivery was expected to start in Spring.

The company is keeping much of its strategy under wraps until the official launch, but Mr Curtis said it would begin by running local excursions through the city

before registrations which have already reached the traffic area office come into force. Tender and contract work will also be undertaken, but Mr Curtis says the open-top tours will herald a new standard in providing quality with attention to environmental issues.



Ex-Badgerline men to take on old employers in Bath

CBW

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1995 M DAF SB3000 WS Auto Van Hool Alizee 'H', 55R
1994 L EOS 90 49R, toilet
1994 L DAF WS3000 Van Hool Alizee 'H', 51R/Toilet
1994 L DAF KS3000 Easishift Van Hool Alizee 'H', 51R/Toilet
1994 L DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet
1994 L DAF SB3000 Int Retarder, Van Hool Alizee 'DH', 51R/Toilet
1994 L DAF HS2700 Auto Van Hool Alizee 'H', 51R/Toilet
1994 L MB230LT Auto Van Hool Alizee 'H', 51R/Toilet
1993 K DAF KS3000 Auto Van Hool Alizee 'DH', 51R/Toilet
1993 K DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet
1993 K DAF SB3000 Van Hool Alizee 'H', 51R/Toilet
1993 K DAF SB3000 Auto Van Hool Alizee 'H', 51R/Toilet
1993 K DAF SM230LT Van Hool Alizee 'H', 51R/Toilet
1992 J DAF SB2305 Duple 340, 57R
1992 J DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet
1992 J DAF MB230LB Van Hool Alizee 'H', 51R/Toilet
1992 J DAF MB230 LT Van Hool Alizee 'H', 51R/Toilet
1991 H DAF SB2305 Van Hool Alizee 'DH', 51R/Toilet
1990 G MB230LB Van Hool Alizee 'SH', 53R/Toilet

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1995 M DAF DB250 Auto, Northern Counties Palatine II, 77 str double deck bus
1995 M DENNIS DART Auto, 10M, Plaxton Pointer, 40 str bus
1992 J DAF SB220 Auto, Ikarus Citibus, 48 str bus

1990 G MB230LB Van Hool Alizee 'H'
1990 G DAF SB3000 Van Hool 'H', 49/Toilet
1989 F DAF SB2305 Van Hool Alizee 'DH', 53R
1989 F DAF SB2305 Van Hool Alizee 'DH', 51R/Toilet
1989 F DAF MB230LT Plaxton 3500, 51R/Toilet
1989 F DAF MB230LB Plaxton 3500, 52R
1989 F DAF MB 230LB Plaxton, 51R/Toilet
1988 E DAF SB2300 Van Hool Alizee, 51R/Toilet
1988 E DAF SB2300 Duple 340SL, 53R
1988 E DAF MB230LT Plaxton 3500, 51R/Toilet
1988 E DAF MB230LB Plaxton 3500, 53R

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1993 K MAN, Jonckheere Deauville, 51R/Toilet
1993 K DAF SB2700 HS, Caetano Algarve, 53R
1991 (H) DAF SB2305 Plaxton 3200 LD 55R
1990 G VOLVO B10M Plaxton 3500, 49R/Toilet
1990 G DAF DHTD Duple 320, 57R
1990 (G) SB3000 VAN HOOL ALIZEE DH, 51R/toilet, air con
1991 (H) DAF SB2305 Plaxton 3200 LD 55R
1989 G SCANIA K113 Van Hool Alizee 'SH', 49R/Toilet
1989 F DAF MB230 Van Hool Alizee 'SH', 53R/Toilet
1989 (F) SB3000 VAN HOOL ALIZEE DH, 51R/toilet, air con
1989 (F) VOLVO B10M Van Hool Alizee H, 53R
1989 PP BOVA FUTURA FHD, 49R/Toilet
1989 SB3000 Plaxton 3500, 51/Toilet
1988 VOLVO B10M, Plaxton 3500, 49R/Toilet
1988 PP BOVA FUTURA FHD, 49R/Toilet
1988 E DAF SB3000 Van Hool Alizee 'DH', 51R/Toilet
1988 E SB3000 Van Hool Alizee SH 49R/Toilet
1987 E DAF SB2300 Plaxton 3500, 53R, air conditioned
1987 D DAF 2300 Van Hool Alizee 'H', 49R/Toilet
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1993 VOLVO B10M PLAXTON PREMIERE 350 12M

53 recliners, red moquette, rear continental door, double glazed tinted side windows, courier seat, power entrance door, finished white/orange.

M.O.T. SEPTEMBER 1997

1991 (August) BOVA FUTURA FHD 12.290 INTEGRAL 12M

51/53 seats, beige/orange moquette, centre sunken demountable toilet, continental door, double glazed tinted side windows, curtains, courier seat, driver's sleeping berth, water boiler, wired TV/video, power entrance door, finished all white.

M.O.T. MARCH 1998

1991 VOLVO B10M PLAXTON PARAMOUNT 3500 12M

49/53 recliners, grey/orange moquette, centre sunken demountable toilet, continental door, tinted side windows with blinds, courier seat, water boiler, power entrance door, finished all white.

M.O.T. OCTOBER 1997.

1989 VOLVO B10M PLAXTON PARAMOUNT 3500 12M

49 recliners, red/grey/orange moquette, centre sunken toilet, continental door, double glazed tinted side windows, courier seat, water boiler, power entrance door, finished all white.

M.O.T. JULY 1997

1989 BOVA FUTURA FHD 12.290 INTEGRAL 12M

49 recliners, grey/blue moquette, centre sunken toilet, continental door, double glazed tinted side windows, curtains, courier seat, driver's berth, water boiler, coolbox, wired TV/video, power entrance door, finished all white.

M.O.T. JANUARY 1998

1988 NEOPLAN SKYLINER (MERCEDES V10) double deck

75 recliners (57 upper saloon + 18 lower saloon), red/orange moquette, courier seat, water boiler, fridge, 2 tables, O/S rear toilet, wired TV/video, power entrance doors, finished metallic silver/grey.

M.O.T. DECEMBER 1997

1988 VOLVO B10M PLAXTON PARAMOUNT 3500 12M

51 recliners, beige/orange moquette, tinted side windows, drinks machine, O/S rear sunken toilet, continental door, power entrance door, finished all white.

M.O.T. JANUARY 1998

1988 LEYLAND TIGER 260 PLAXTON PARAMOUNT 3500 12M

49 recliners, red/grey moquette, sunken toilet O/S rear, continental door, double glazed side windows, curtains, courier seat, water boiler, power entrance door, finished cream/grey.

M.O.T. JANUARY 1998

LOOK!

1994 VOLVO B10M VAN HOOL ALIZEE-HE 12M

48/50 reclining seats, beige/orange moquette, rear sunken demountable toilet, continental door, SUTRAK AIR CONDITIONING, double glazed tinted side windows with blinds and decorative curtains, aircraft style lockers to hatracks, courier seat, fully carpeted, no rear window, Eberspacher pre-heater, TELMA retarder, power entrance door, finished cream.

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49 recliners, grey/yellow/beige moquette, centre sunken toilet, continental door, double glazed tinted side windows, curtains, courier seat, water boiler, coolbox, wired TV/video, TELMA retarder, power entrance door, finished white/yellow.

M.O.T. JANUARY 1998

1986 VAN HOOL ACRON INTEGRAL 12M, DAF Power

49 recliners, brown/orange moquette, centre sunken toilet, continental door, double glazed tinted side windows, curtains, courier seat, drinks machine, fridge, power entrance door, finished all white.

M.O.T. FEBRUARY 1998

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▼ UK

Romans on the march

TIME travel back to Roman times awaits groups at the White Cliffs Experience this Summer. The award-winning attraction in Dover has reopened after a revamp and offers visitors two distinct time-travel journeys - *Our Finest Hours* and *Roman Encounters*.

The latter is a new inter-active section that relates the history of the town from the days of the Roman invasion.

It recreates a life-size Roman street, complete with armoury, mansion house and harbour front. Visitors can also get a real feel for Roman life by making mosaics, rowing a galley and testing their strength against a mechanical centurion. The street will be also home to costumed characters.

Our Finest Hours is the established attraction that takes groups back to the days of the last war.

Admission to the *Roman Encounters* is £2.75 for adults; £2.50 for senior citizens; and £2.25 for children from four to 14.

The price includes a free ticket to Dover Museum and the Gromit's Challenge Play Area. Entry to the *Roman Encounters* and *Our Finest Hours* is £3.75, £3.25 and £2.75 respectively.

For more information and travel trade bookings contact the White Cliffs Experience on 01304 210101.

▼ UK

Record-breaking

Marketing pays off for travel trade fair organisers

by William Golden

THIS year's British Travel Trade Fair broke all attendance records, according to organisers Reed Exhibition Companies.

Overall visitor numbers rose by just over six per cent, to 4,318. Of those, 3,882 were from the UK - an increase of four per cent, while the number of overseas visitors rose by 30 per cent to 436. These came from 49 countries worldwide, including Australia, Japan, South Africa and Venezuela.

Fiona Jeffery, exhibition director, said: "Our carefully-targeted marketing campaign is paying off,

with exhibitors remarking on the high quality of visitors at the event. Having managed the event for two years running, we are now looking forward to maintaining this steady growth in both quality and quantity in the long term."

The number of exhibiting companies rose by eight per cent - to 550 - and exhibitors were equally pleased by the calibre of buyers. David Steele, head of sales and marketing at City Cruises, said: "On the first morning we saw a steady stream of quality buy-

ers coming on to our stand, 90 per cent of whom were completely new contacts."

David Taylor, travel trade manager for Stakis Hotels, said: "BTTF is becoming more important in the UK event calendar. The quality of visitors is good and I have seen a lot of established buyers from overseas and made new contacts with high-profile tour operators."

The £15 million National Centre for Popu-

lar Music opens in Sheffield in 1998 and staff used this year's BTTF to give the trade advance notice of this major attraction. Sharon McCoy said: "It was extremely valuable for us and enabled us to create awareness and meet the travel trade. We plan to be back next year."

Another delighted exhibitor was Poole Pottery, which won the CBW Stand Award for Most Effective New Exhibitor. Master Potter Alan White was the centre of attention as he demonstrated pot-throwing

▼ UK

CTC a prize draw

OPERATORS and suppliers are being offered discounted membership and a chance to win a trip to the United States in an ongoing special recruitment drive by the Coach Tourism Council.

Membership is on offer to operators for £99 plus VAT, and to suppliers for £199 plus VAT. All those who join between now and the end of June will automatically be entered into a prize draw for a holiday in Boston, Massachusetts. This will be taken in early November to coincide with the Thanksgiving holiday.

More than 200 operators and suppliers are members of the CTC, which promotes the benefits of coach tourism in the UK and beyond. Members qualify for special benefits and other incentives.

The membership drive is part of an ongoing marketing initiative by the CTC, which has included the production of a new consumer leaflet and a new

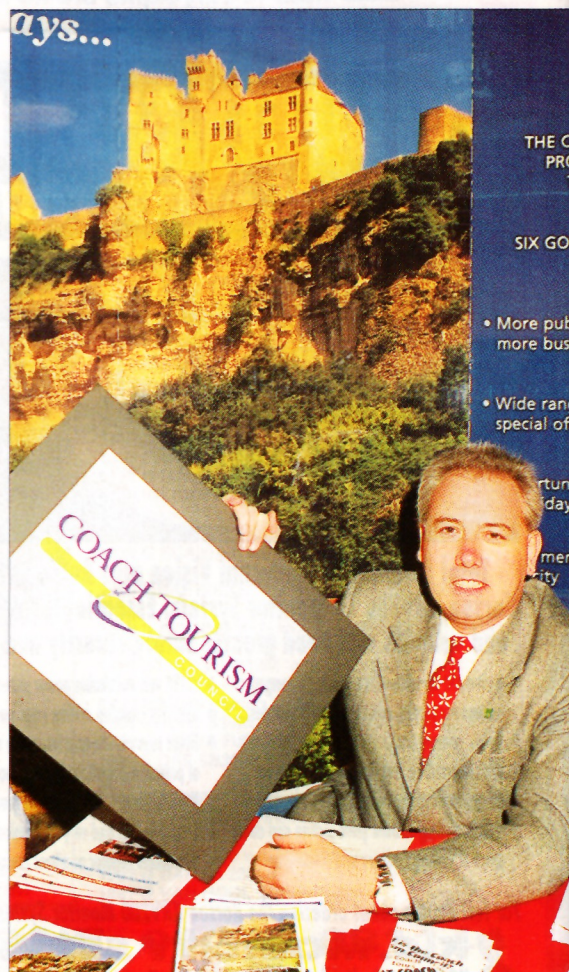
stand. This has been much in evidence at trade and holiday shows up and down the country.

The council now has a new corporate identity and has replaced the old red logo with a new design. The blue and green have been chosen to highlight the environmental advantages of travelling by coach. It was unveiled at last month's British Travel Trade Fair.

Chris Wales, CTC chairman, said: "We think that the logo change is an important step towards promoting the benefits of travel and tourism by coach to a younger market."

"Coach tourism is moving on and we wanted to reflect this in a new design - one which I'm sure our 200-plus members will be proud of."

Any operator or supplier who wants more information about joining the CTC should contact the secretary, Derrick Alsop, on telefax 0115 973 2260.



Change of image: CTC chairman Chris Wales unveils the new look to the UK travel trade

BTTF

throughout the two-day show.

Tours Manager Sandi Stott said: "We had some very influential people in the tourism industry show major interest in Poole Pottery as a tourist attraction. We are now sending our leaflets to the British Tourist Authority in Taiwan and making arrangements for Japanese business groups to visit.

"Working with this type of customer means we can level out the amount of visitors Poole attracts each year. Foreign groups and coach parties often prefer the shoulder months, which will even out tourism income for the whole year."



Pot luck: Master Potter Alan White at work on the Poole Pottery stand at this year's BTTF

▼ Europe

Ferry company serves up tasty group fare

NEW group fares from SeaFrance should provide operators with food for thought as the cross-Channel ferry company has also introduced a range of group meals.

SeaFrance has extended its 24-hour excursion fares to 36 hours and a minibus with up to 21 people can travel between Dover and France from £45.

The fare for a single-deck coach and up to 62 people is as low as £95, while foot



passengers can cross for £1.

Groups travelling on SeaFrance can also book group meals, with three-course menus available from £19.95. Larger parties up to 350 people can book the exclusive use

of a bar or restaurant and live entertainment can be provided.

SeaFrance operates three ships on the Channel - the SeaFrance Cezanne, SeaFrance Renoir and SeaFrance Manet - and they all have a selection of restaurants and bars.

For more details about group offers and exclusive events contact the SeaFrance Group Reservations Department on 0990 301301 (fax 01304 240033).



Eurowatch

WEATHER

City	Average temperature last week	City	Average temperature last week
Amsterdam	12C/54F	Madrid	20C/68F
Athens	12C/54F	Oslo	3F/37F
Berlin	12C/54F	Paris	18C/64F
Brussels	14C/57F	Rome	16C/61F
Dublin	13C/55F	Stockholm	11C/52F
Lisbon	18C/64F	Vienna	17C/63F
Luxembourg	17C/63F	Zurich	16/61F

DIESEL PRICES

Country	Diesel price per litre in Sterling	Country	Diesel price per litre in Sterling
Austria	0.51	Luxembourg	0.42
Belgium	0.51	Netherlands	0.52
Eire	0.57	Norway	0.70
France	0.51	Portugal	0.44
Germany	0.49	Spain	0.44
Greece	0.41	Sweden	0.57
Italy	0.57	Switzerland	0.57

Courtesy AA Roadwatch

HOLIDAY POUND

Country	Currency exchange rate	Country	Currency exchange rate
Austria	18.83 Sch/£	Italy	2,692 Lire/£
Belgium	55.25 BFr/£	Netherlands	3.00 Gld/£
Denmark	10.27 K/£	Norway	10.80 Nkr/£
Eire	1.01 Punt/£	Portugal	269 Es/£
France	9.00 F/£	Spain	225 Pta/£
Germany	2.67 DM/£	Sweden	12.27 SKr/£
Greece	427 D/£	Switzerland	2.32 Sfr/£



▼ Licensing

Courtesy bus was used as a PSV



FORD dealer Bristol Street (Manchester) Ltd has been fined for a number of offences arising from the use of a "courtesy bus" without an O-licence.

The company, of 83 Ashton Old Road, Ardwick, Manchester, pleaded guilty before Rochdale Magistrates to using the minibus without an O-licence, without a certificate of initial fitness and without a test certificate, and to permitting it to be driven by an unqualified driver. The company was fined £140 and ordered to pay £60 prosecution costs. The driver, Dennis Denny, of 29 Hodder Way, Whitefield, Manchester, pleaded guilty to driving the minibus when not the holder of a psv driving licence. He was given an absolute discharge but his driving licence was endorsed with three penalty points.

Prosecuting for the Vehicle Inspectorate, John Heaton said that, last April, a 14-seater minibus was checked on Viaduct Street, Ardwick, by a traffic examiner. Lettering on the vehicle read "Bristol Street Courtesy Bus". One passenger was being carried who was a customer who had left his car with the company.

The vehicle was a public service vehicle because of its seating capacity and the fact it was being used for hire or reward, said Mr Heaton.

Defending, Andrew Burn said that, as there had been no increase in the company's charges for servicing and repairs when the courtesy bus service was introduced, they had not realised that they would be regarded as using the vehicle for hire or reward. Hire or reward implied a specific fare

and if a poll of lay people was conducted they, like the company, would not recognise such a service as such. However, the High Court had construed "business element" widely and had ruled that the availability of the bus was an element of amenity, whether or not the customers availed themselves of it or were even aware of it.

Mr Denny had been instructed not to carry more than five passengers at any one time, said Mr Burn. The Vehicle Inspectorate had advised that, if enough seats were taken out, the bus would cease to be a public service vehicle and that had been done. The service would continue but there would be no danger of further problems. The company had absolutely no idea it was committing offences, all of which had arisen out of one act of ignorance.

Mr Denny said he had no idea the vehicle was a public service vehicle and he had thought at first the matter was a joke.

Asked whether he had heard of the concept of a public service vehicle, Mr Denny said he had but he had thought it was something like a double-decker bus. He admitted that neither he nor the manager who had given him his instructions had discussed the licensing situation.

Arguing there were special reasons for not endorsing Mr Denny's driving licence, Mr Burn maintained he had been misled into committing the offence without any negligence on his part. Where an employer told an employee to take a vehicle out, it was reasonable for the employee to assume it was lawful.

▼ Maintenance

Diesel pump fell in front of a car



A COACH operator, who was prosecuted after a diesel injector pump fell from one of his coaches in front of a car, has had his O-licence authorisation cut at a Cambridge disciplinary inquiry.

Anis Patel, trading as Tour Europe, of 35 Loughborough Road, Leicester, had been called before Eastern traffic commissioner Brigadier Compton Boyd because of concern over his maintenance history and a number of convictions. Mr Patel held an eight-vehicle international licence. He received a formal warning about his maintenance standards at a previous public inquiry in July 1996 when the authorisation was increased from five to eight vehicles.

DoT vehicle examiner Kevin Gillings said that last October he received a complaint from a parent of children at the Radcliffe College, Leicester. He visited the college later that day and inspected two Tour Europe vehicles, imposing immediate prohibitions on both. One of the vehicles was not displaying an O-licence identity disc. As a result he carried out a maintenance investigation in December. He inspected three vehicles, issuing two delayed prohibitions.

He was told Mr Patel was away on holiday. Mr Patel subsequently failed to keep an appointment at which he was to produce his inspection records. Mr Patel subsequently claimed a driver had been sent with the records but had found the test station office was

Operator has O-licence authorisation

by Michael Jewell

closed. Three offices were, in fact, open, said Mr Gillings, producing a written statement from test station staff confirming that was so.

When one of the vehicles prohibited in October was presented for clearance the prohibition was varied by the addition of seven items, said Mr Gillings. There had been a letter of complaint from a member of the public in early March. He carried out a fleet check on 14 March, inspecting five vehicles and issuing two defect notices.

Three of the vehicles had recently been through annual test. An examination of the inspection records showed that, gen-

erally, vehicles were being inspected every six weeks though, in the case of one vehicle, there was a gap of two months between inspections. Mr Patel's vehicles had a 50 per cent initial failure rate at annual test, compared with the national average of around one third. There was nothing wrong with Mr Patel's maintenance facilities and the maintenance was being carried out by Mr Patel's father and brother.

Mr Gillings said that, in February, Mr Patel had been convicted by Coalville Magistrates of using a motor coach with an insecure load, being fined £240 and ordered to pay £40 prosecution costs. He had been listening to Radio Leicester when a



Il out of coach r, inquiry told

on cut from eight to six vehicles

lady rang in to a chat show complaining about one of Mr Patel's buses. She said that a big lump of engine had fallen from the bus almost hitting her car. He rang Radio Leicester and the lady concerned had got in touch with him.

On investigation he found that a diesel injector pump had been taken out of another vehicle and placed in the luggage compartment to be taken to a place of repair following the school run. It transpired there was a faulty catch on the luggage locker and the diesel pump had fallen out of the compartment. Later in February, Mr Patel had been convicted of using a defective vehicle and of using it with defective brakes by Leicester Magis-

trates, following an accident, being fined £600, said Mr Gillings.

Brigadier Boyd said he had a letter from the bursar of Radcliffe College, complaining about overcrowded buses, saying the contract was terminated last October. Mr Patel maintained that an air suspension levelling valve that was said to be defective on one of the vehicles given an immediate prohibition last October was not defective at all. He said it had been a new part which had only been fitted the previous week and the prohibition was lifted with the same part in place. The other vehicle had an emergency repair in that the exhaust was secured with steel wire. Five vehicles had been successfully MoT

tested so far this year.

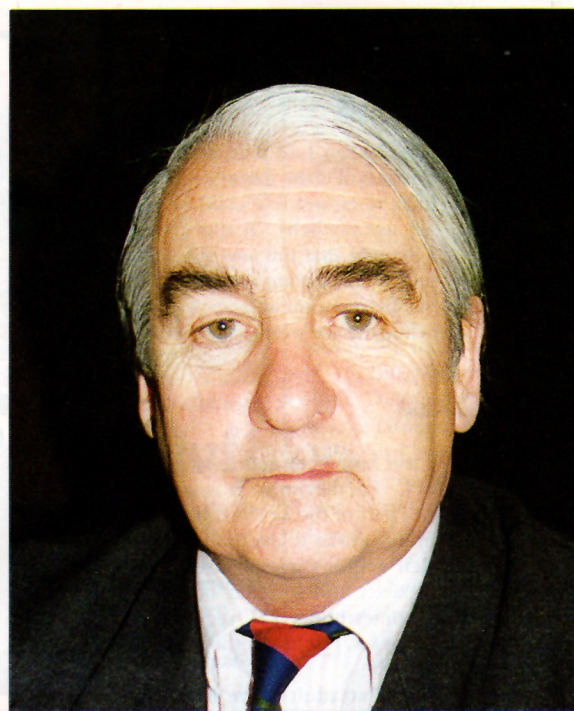
Mr Gillings said any operator could challenge a prohibition and if that was done his manager would inspect the vehicle concerned. He had been driving the coach which lost the diesel pump from the luggage compartment, said Mr Patel. He had been unaware the diesel pump had been put in the compartment as he was going on to do a private hire job. It had been an unauthorised action by someone.

The other convictions arose out of a prohibition notice that had been considered by the commissioner on the last occasion. He had denied the charges but was found guilty by the court. He had considered appealing but decided not to. He had sent a driver to the test station in December with the maintenance records after he had been delayed in London.

Questioned by the commissioner, Mr Patel agreed his father's licence had been revoked, and that his father had been banned from holding a licence on maintenance grounds.

He said he was happy with his father looking after his vehicles in view of the recent test results and the result of the recent fleet check. The vehicle that had gone two months between inspections had engine problems. He was unable to explain why the same vehicle had its prohibition varied for seven additional items. He was unaware his father was seeking a fresh licence of his own.

Brigadier Boyd said a piece of machinery, which he described as a "metal



Brigadier Boyd: operator not running tight ship

missile", falling from a vehicle on a bend was a horrific scenario. Mr Patel said he had still not found out who actually put the diesel pump in the luggage compartment.

He said he was paying the fines by weekly instalments and Brigadier Boyd said he might conclude from the fact Mr Patel needed time to pay that he no longer met the requirement to be of appropriate financial standing.

Mr Patel said that if necessary he would pay the amount outstanding in full.

Denying he had been operating more vehicles than he was authorised for, Mr Patel said the driver of the vehicle not displaying a licence disc had telephoned to say the vehicle was losing power and he was told to bring the disc back and collect another coach.

Neil Carr, of 30 Roseway, Leicester, said he had a licence of his own for one vehicle but he was not operating at the moment and was working for Mr Patel as a driver. He was asked to take the records to the test station on 27 December. He arrived before 9am. Only one gate was open and all

the shutters were down. The reception was locked and in darkness so he had assumed there had been a misunderstanding over the date.

Financial evidence was heard in private.

Cutting the authorisation to six vehicles, Brigadier Boyd said Mr Patel was not running a tight enough ship. The defects found indicated a lack of quality of inspection and the fact that all was not well with the maintenance side was confirmed by the relatively high test failure rate.

The convictions were a serious matter and did nothing to enhance Mr Patel's reputation as an operator in the eyes of the public, said Brigadier Boyd. He noted there were no previous convictions and he drew back from finding that Mr Patel no longer met the requirement to be of good repute.

"However, your reputation had been tarnished and I don't want to see any more nonsense like that," said the commissioner. He was satisfied Mr Patel was of the appropriate financial standing but there was a penalty to pay for failing to measure up to the necessary maintenance standards.



▼ Court

Raglan crash driver denies 10 offences



THE driver of the coach involved in the Raglan (Gwent) coach disaster in July 1995, when the vehicle overturned on a roundabout killing 10 passengers, has pleaded not guilty at Newport Crown Court to causing their deaths.

The coach, which was taking a party of elderly people from a residential home in Aberdare for a day's outing to Stratford-upon-Avon, overturned on a roundabout on the A40 at Raglan.

Philip Crisp, of Jubilee Road, Aberdare, denied 10 offences of causing death by reckless driving. The trial date was set for May and he was released on unconditional bail.

The owner of the coach, Ronald Lewis, of Kingsbury Place, Cwmaman, Aberdare, has already pleaded guilty before Abergavenny Magistrates to using a coach with defective brakes, using it when the speed limiter was not properly maintained, and to two tachograph offences.

He was fined a total of £750.

Q I have been told that, on a small minibus, it is the driver's responsibility to ensure that children actually use seatbelts. Is this correct? I thought that the new rules were only about having seatbelts fitted rather than used. Drivers cannot be expected to make sure that children are wearing seatbelts all the time.

SS, Northumberland

a What you have been told is essentially correct. Furthermore it is not new and not part of the new seat-belt rules. A minibus which is less than 2,540 kg unladen weight - irrespective of seating capacity and whether or not for other reasons it comes under PSV regulations - is, for seatbelt purposes, essentially the same as a car.

This means that adults have to use the seatbelts fitted. Because they are adults they do not have to be controlled or supervised by the driver and they can, of course, be prosecuted for failing to comply with the law. In a car, or a small minibus below 2,540 kg, the driver has for some years been responsible to ensure that children under 14 actually use seatbelts. Failure to do so could result in the driver being convicted. For this class of vehicle there is no lower age limit - even children under three have to wear an appropriate restraint if travelling in a front seat and to wear an appropriate restraint, if one is fitted, when travelling in rear seats.

In contrast, the recent regulations do, as you infer, only apply to having the necessary number of forward-facing seats that are fitted with seatbelts available for the use of children. For this purpose a child is a person who is aged three or more but is under 16. There is no statutory obligation on drivers to enforce use of seatbelts on vehicles above 2,540 kg.

The vexed question (which goes a little beyond your query) is whether drivers should advise passengers to wear belts. On the one hand there is case law that suggests that a failure to do so could make the operator vicariously liable for a driver's omission to do so. On the other hand there are fears of the risk of a claim for damages if (say) abdominal injuries were occasioned as a result of wearing a lap belt which the passenger had been put under pressure to wear by the driver.

My view is that the latter is a fairly slight risk if the belt conforms with the law relating to specification and fitment. It might, however, be prudent for now to instruct drivers to steer a middle course: to remind passengers that belts are fitted for their safety and available for passengers to use, but to stop short of demanding or even recommending passengers to wear them. On the other hand I would certainly not recommend drivers to tell passengers to tuck seatbelt buckles down the back of the seat if they get in the way. I have actually heard of this being done, but I fear it could prove disastrous should injuries result from an accident after



Questions



Answers

such advice had been given.

Q Does the Data Protection Act allow an operator to have sight of the information held about his vehicles and business by the Vehicle Inspectorate?

BT, Staffs

a The bad news is that this is not possible under the Data Protection Act because that legislation only applies to personal data held on computer. The good news, however, is that the Vehicle Inspectorate will make such information available to O-licence holders.

It would have been preferable under the Data Protection Act as this legislation fixes the maximum charge that can be made for inspection at £10. The voluntary opening of the record by the VI is not thus limited and it charges £25.

If you want to check the accuracy of what is on file about your business, write to the Management Information Unit, Welcombe House, 91/93 The Strand, Swansea SA1 2DH. As well as sending the £25 fee,

Questions on coach and bus operation should be sent to: Marksman, c/o Coach and Bus Week, Wentworth House, Wentworth Street, Peterborough PE1 1DS or fax 01733 467154 Marksman will answer more questions on 26 April

remember to give your O-licence number.

If you wish to challenge any of the information held you should take it up with your VI area manager.

As you may be aware, changes are in hand in the way data on operators is collated and used by the enforcement agencies. The very stopping of vehicles for roadside checks and the degree of scrutiny they receive may, very soon, be influenced by computer data accessed by the Vehicle Examiner conducting such a check. Operators may, therefore, consider it timely to make sure that their records are, indeed, correct.

Q If a passenger on a private hire or excursion is taken ill on a coach, or, say, suffers a fall or accident off the coach, and is taken by ambulance to hospital, what is the duty of the driver and/or operator about collecting them from hospital? Can the company be liable for a passenger having an accident at a venue?

BC, West Midlands

a I cannot think of any legal or contractual reason that would impose a duty on the operator or the driver to pick up any person from any place other than that specified and agreed in the contract for the hire or excursion. Indeed, many operators have clauses in written contracts disclaiming liability for people not showing up at correct times and places to board coaches.

Having said that, putting one's self out just a little to do the kindly or humane action has a great propensity for good public relations and for repeat and referral business - and a failure to do so the absolute opposite. In this sort of context I would suggest that the operator and driver has to weigh up the consequences of doing or not doing something both in publicity terms and having regard to the any degree of delay or inconvenience caused to the other passengers.

I would not like to stick my neck out and say that an operator could never be responsible for an accident off the coach. However, having regard to the fact a claimant would have to show the operator (or driver) had been negligent, the possibility of a successful claim, other than on a package tour, seems pretty remote. (Assuming that doing silly things like breaking down in remote or dangerous places and then abandoning passengers do not happen!).

In the case of package tours things are a bit different. Although the operator who assembled and sold the package may not have been negligent and may be able to counter claim against the blameworthy parties (if they can be identified and have means to pay), the operator might initially be liable to compensate a passenger for an injury caused by the failure of a package tour component (eg, an injury in an hotel). Insuring against such claims is, therefore, well advised.

CBW



In the land of the blind

ANNOUNCING the Celebrity Blind Driving Challenge... pardon me? Did you say Blind Driving?

Now we've all seen the legendary Orange Badge, with the memorable legend 'This vehicle is driven by a registered disabled or registered blind person,' but the notion of driving blind is surely not the image the industry wants to cultivate? Fortunately, there's another, heart-warming side to this story.

An assemblage of personalities, including Sharron Davies, Stephen 'Blakey' Lewis, Chris Goffey from *Top Gear* and actress Jenny Seagrove took part in a fundraiser

for Action For Blind People at Billingsgate Fish Market.

In this contest, the personalities had to wear blind-simulation glasses and compete in a driving test against genuinely visually-impaired people.

If this all sounds rather foolhardy, you should be aware that drivers from open-top sight-seeing tour company Blue Triangle - taken over by London Coaches - were sitting alongside them giving the instructions.

The results? We went to press before the contest was held, but we would guess the stock of traffic cones in the UK was reduced by a couple of dozen...



Fire service control tender on Volvo B6 chassis

Bus chassis hot stuff

NO prizes for guessing whose 'striking red livery with fluorescent yellow stripe' this belongs to, but it might be harder to guess the chassis.

It's a Volvo B6, with Northern Counties bodywork and a Saxon Sanbec interior, costing Manchester Fire Service £150,000. It carries a control team and huge array of telecommunications equipment for co-ordinating any call in which more than six fire units attend... major incidents, to paraphrase.

The fire service has specified a bus chassis because it has air suspension to protect the electronics inside from shock, and gives the room needed for the equipment. Its expected fleet life is between 10 and 15 years, though it's hard to imagine how it will be cascaded through the fleet after that...

Here's to a happy retirement

JUST a short salutation to Bill Morris, who has steered Bromyard-based Bill Morris Motors for 35 years but is now bowing out of the industry.

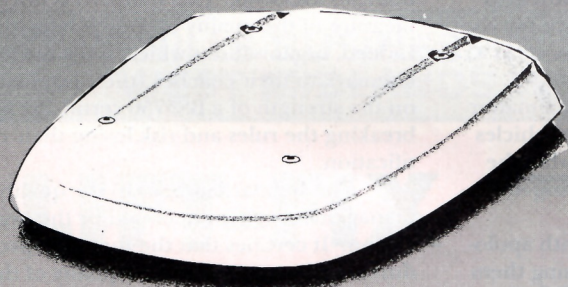
Bill, 80, bought a 1960 Thames from Taylors of Gloucester back in 1962, and only looked back to check the passengers. Not that he thinks much of the behaviour of school children these days: "Their manners aren't Grade A any more."

His son, David, will keep coaching in a family through DRH Motors, but Bill has closed the plug door behind him. Cheerio Bill, from your friends in the industry. Have a happy retirement.



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LETTER OF THE WEEK



Get a VCA certificate

From John Mulherin

Operators, how do you know your vehicles are safe? Because they are fitted with 'M2 tested' seats and tracking?

M2 and M3 are not standards or tests. They are categories of vehicles. For example, minibuses are generally in the M2 category and coaches in M3. Therefore, there is no such thing as an 'M2 tested seat', since there is no directive or regulation specifying an M2 seat test.

When M2 is quoted with respect to seats, attachments or tracking it is generally referring to European Community Directive 76/115 or Economic Commission for Europe Regulation 14 for M2 category vehicles. These documents set out the technical and installation requirements for seatbelt anchorages.

The test procedure within these pieces of legislation requires the 'pull' testing of seats mounted on a representative section of a vehicle. No individual component of this system can claim to be tested to this standard, since it is the combination of the seats, their attachments, the vehicle floor and sub frame that are tested, as a system. Therefore, only a vehicle system can be tested and certified.

Isolation testing of seats usually involves

the seat being mounted on a flat bed test rig, usually of a very thick steel plate. This type of testing fails to stimulate the considerable deformation which occurs when the same seat is tested in a vehicle. The geometry of the loading is significantly different to the 'in vehicle' test. In other words, testing of this type does not follow the procedure set out in legislation and does not represent what happens when the same seat is mounted in your vehicle.

Consequently, a vehicle with 'tested' seats and tracking may not be strong enough to withstand the real tests as set out in legislation. The only sure way of knowing your vehicle is safe is to have it tested at a recognised test house and independently certified by an official, authoritative body such as the Vehicle Certification Agency (VCA). When specifying a vehicle do not compromise safety, ask for a VCA test certificate to EEC/76/115 for the relevant category of vehicle. Do not accept spurious test certificates from unofficial bodies. For your own peace of mind, know your vehicle is safe.

*John Mulherin
Engineering manager
Mellor Coachcraft
Rochdale
Greater Manchester*

On defining quality

From Dick White

As someone who has been involved in the implementation of Quality Management systems to BS5750/ISO9000, I have followed the correspondence in your pages with great interest. Many of the arguments have been at cross-purposes due to different people having different ideas about what "quality" is.

This is not entirely surprising since even the gurus of the quality industry have yet to agree on a definition. However, phrases such as "right first time", "fitness for purpose" and "meeting customers' requirements" are used by the experts. I favour the latter because it emphasises that quality is not an end in itself but a means by which we can make our business more successful. The cost of quality should be negative.

If we accept this as a working definition, it follows that we must, to deliver quality, do two things. Firstly, we must establish what the customer's requirements are and, secondly, we must satisfy those requirements consistently.

Now it's not too difficult to guess that most of our customers will have requirements such as; the completion of a journey,

punctuality, comfort, reliability, courteous staff, cleanliness, fair price etc.

However, there is often a conflict between requirements, particularly the price requirement. It could be that the customer would like air-conditioning but not at the premium price necessary to provide it. Customers differ, not so much in their list of requirements but in their priorities among those requirements. In other words, we'd all like the Rolls-Royce but the mini fulfils most of our requirements at a price we can afford.

Raising quality, then, is not a matter of raising the specification of the vehicles we operate, but of determining what the customer wants and then delivering it consistently.

Let me cite an example (with apologies to London United for choosing them rather than any number of others). The other day, I had to get from Heathrow Airport to King's Cross station with luggage. I decided that the Airbus service best met my requirements of convenience and comfort which were more important to me than the higher price and longer journey time than the alternative Underground train service.

However, the journey was a huge disappointment since it was not comfortable (the seats were too narrow and too high and the air-conditioning blew a cold draught down my neck) and the journey

Write to: The Editor
Coach and Bus Week
EMAP Automotive Ltd

Wentworth House
Wentworth Street
Peterborough PE1 1DS
fax: 01733 467154

e-mail: FrankF@
automotive.emap.co.uk



Keep those letters rolling in. If requested, we will publish them anonymously, but always include your full name (ie, first name and surname), address and telephone number



CORGI
CLASSICS

Letter of the week
wins a Corgi
Classics model bus

took half an hour longer than it should have.

Now nobody can argue that London United's Airbus vehicles are not highly-specified and that their aim is to offer a quality service but on this occasion the service did not satisfy my requirements and, therefore, was not a quality service.

Finally, a word about BS5750/ISO9000. This standard is not a measure of the quality of your product. Indeed, organisations which apply the kitemark to their coaches (their product) on the strength of a BS5750 certificate are breaking the rules and risk losing their certification.

The standard applies to the quality management system operated by the organisation. It certifies that there are procedures in place to specify the quality of the product, to measure the quality of the product against the specification and to correct any deviations from that specification.

The standard does not say anything about the level of the specification and, therefore, is just as applicable to the organisation running 20-year-old Atlanteans on schools services as to the organisation running super-luxury execs.

*Dick White
Managing director
Rose Designs Ltd*

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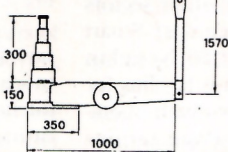
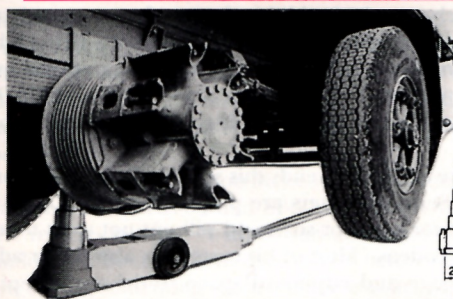
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The continuing swing by operators to specify air conditioning as standard is probably this year's most important emerging trend, says Alan Millar

IF one emerging trend in the coach industry merits more comment than others this year, it is the continuing swing by operators to specify air conditioning as standard equipment on new vehicles. It's by no means a universal feature yet, but it's fast getting that way and several dealers report that impressively high proportions of their deliveries this season are being equipped.

Kirkby managing director Glynn McKenzie says around 60 per cent of his new vehicles this year have air con, mainly for operators carrying incoming tourists. Maurice Bateman, sales manager at AVE Berkhof, says the figure is around 65 to 70 per cent, mainly on 49 seaters to get the best balance of weight and seating capacity on vehicles fitted with Sutrak systems. "We're having to retrofit air con on vehicles laid down for stock without it," he says.

There's a similar story at Scania where coach sales manager Ian Hall says that 24 out of 38 (that's 63 per cent)

Van Hool Alizées ordered this year have air con. Hispacold air con is standard equipment on the Scania Century and the new, lower-height Inter Century based on the Irizar-bodied Scania L94. Evobus UK managing director Jim Shuttleworth says all 106 Setra S250s sold within the past two years have been equipped and Stuart Johnson of SJ Carlton says there's a high proportion of Neoplan going out now to a similar standard. Bob McLeod at Hughes DAF talks of a "crescendo of demand" but is reluctant to put a figure on it until the season's deliveries are completed.

Although this trend began around 15 years ago with the incoming tour market, when American and Japanese companies treated it as a must for people used to the feature back home, dealers say other sectors are waking up to the benefits. Stuart Johnson believes that 20 Neoplan Transliner-bodied Dennis Javelins for Timeline show just how much operators' and customers' expectations have moved. "Every one of them has air conditioning. A few are going on



Now a crescendo of demand for air conditioning,

Air-con

to the Continent, but the majority are for the UK tour programme and most of that is for Scotland. It's a better environment for passengers."

Ian Hall reinforces this point. "Passenger area comfort is a prime consideration now, even for the UK. If a coach is stood in sunlight for any length of time in even very modest temperatures, with the expanse of glass on modern vehicles you soon get a greenhouse effect. Our customers' customers are demanding a higher level of comfort. Even the old girls on a day trip to Skeggie don't want to sit in single-glazed vehicles with ordinary ventilation."

Dealers believe that the move is being accelerated by the relatively marginal additional cost of most proprietary air-conditioning systems. "With vehicle costs being what they are, another £10,000 for air conditioning, spread over five years, is fairly negligible on a £160,000 or £170,000 coach," says Maurice Bateman. It's a point echoed by others.

There are other trends this season. Jim Shuttleworth says some Setra customers are prepared to pay £7,000 or more extra for superior seats and will opt not to fit toilets, kitchens or videos. Most of his customers also prefer additional luggage and cupboard space to drivers' sleeping accommodation.

On the other hand, Vernon Edwards, managing



Bob McLeod: 'market reflects earnings'



and not just for Continental touring, say operators

is cool

director of Alf Moseley Continental, says customers for his Marcopolo-bodied Dennis Javelins seem keener to specify toilets and videos rather than air conditioning as this model moves beyond the 53/57-seat market into the executive sector. He believes this trend could also lead Alf Moseley's to offer Marcopolo on an imported chassis. "That's because people in the executive sector want to take their coaches into Europe and we're being asked about the service support available with the current product. That's even though I know, as an ex-Dennis man, that there's nothing wrong with Dennis service in Europe."

Not, of course, that all the movement is up-market. The recent launches of cheaper, more basic 53 and 57-seat private hire coaches have met demand for a type of vehicle which is very scarce second-hand. But it seems too early to tell just how large this market is going to be and, more crucially, how much operators are prepared to pay for lower-spec coaches.

At Hughes DAF, Bob McLeod believes most buyers of Plaxton and Ikarus-bodied SB3000s already were buying new vehicles before. "I think they are mainly people who would have bought more expensively before and who are now buying something more commensurate with what they are earning," he says.

Derek Wakefield, sales director at Salvador Caetano

UK, suspects that this end of the market – in which Caetano offers its £116,000 Porto-bodied Javelin – is going to be limited. "There is a need for a vehicle capable of doing all sorts. As it gets older, it comes into its own, as 57-seaters can do school contracts in the morning and afternoon, a bit of rural stage carriage in between and trips to the coast at weekends. A 49 seater is too good for the job, especially if you want more bodies on the seats, but the difficulty about judging demand for new 57 seaters is people's perceptions of what they cost."

Derek Wakefield believes operators' minds focus on a £100,000 price tag – which UVG's S320 is closest to meeting – but he doubts whether many – perhaps any – manufacturers could get down that far. Indeed, CBW often meets operators who feel basic school contract coach prices require vehicle price lower even than that.

Against this move towards more 53 and 57 seaters, some tour operators and National Express are demanding lower seating capacities and greater legroom. Jim Shuttleworth and Stuart Johnson both detect the beginnings of a move from 48/49-seaters to 46 and 48-seaters for some work.

Stuart Johnson believes this trend must grow if the UK coach industry has any hope of expanding into other markets. "What has gone wrong in this country is that the coach has always been the underdog of the travel market. At one end, it's students and at the other it's pensioners. Dave Parry is one of the few to go for the more affluent market in between."

Like many, he hopes that Q Drive's Glider initiative, selling higher priced holidays in very low seating capacity 12-metre coaches, may start to change the face of British coaching. He also believes that progress is being held back by the Department of Transport's reluctance to legalise 13.5-metre and 15-metre coaches in the UK, or to increase axle weight limits. He draws parallels with the truck market 30 years ago when British legislation compelled manufacturers to build light, under-powered and uncomfortable vehicles which couldn't compete with mainland European rivals.

"They're doing exactly the same with coaches today, yet Neoplan has a full line building nothing but 15-metre vehicles."

If longer vehicles are legalised here, Jim Shuttleworth says he believes British practice will follow the Continental lead. "In Europe, the move to 13.5 metres is leading operators to fit extra seats rather than facilities on their coaches and they're already buying fewer double deckers. "I think eventually 15-metre coaches are very much on the cards and, then, all the seats will be on one floor along with a toilet and kitchen."

That may not be the emerging trend of 1997, but it's a good pointer to what you may well be buying in two or three years when air conditioning has become so commonplace that no one even remarks



Jim Shuttleworth: '15 metres on cards'



AUTOBUS

First Nouvelle wit

Minibus operator specifies air-con on all new vehicles

by Mark Williams

THIS Autobus Nouvelle midi-coach delivered to MCH Minibuses is the first to be fitted with MAC-Hispacold air conditioning.

The 29 seaters - a second is on its way through the Optare subsidiary Autobus - join a fleet of 30 vehicles run by MCH directors Eamonn Gavin and Paul Webber. They specify

air-con on all new vehicles.

"It's one of our selling points," said Mr Gavin. "We believe in maintaining the highest standards for our mix of contracts and private-hire work." The MAC system is factory-fitted, using existing ducting but with compressor and condenser under the floor, and compact evaporators in the luggage rack.

■ Air-con, major trend, p28-29



DENNIS/EAST LANCS

Dart SLFs spearhead Quality Partnership



A QUALITY Partnership between Ipswich Buses, Suffolk County Council and Ipswich Borough Council has come to fruition with the start of dedicated low-floor routes using Dart SLFs with East Lancashire Spryte bodywork.

The trio of vehicles is running on the cross-town service, which has adapted bus stops and kerbing to make the most of the low step, and drivers trained in disability awareness.

"Having invested in the hardware, we saw it as important to ensure that members of staff are aware of the difficulties which face travellers with limited mobility, or impaired sight or

hearing," said Ipswich Buses managing director Malcolm Robson.

The buses are the operator's first accessible vehicles and its first Darts, though the fleet of 82 buses is mainly based on Dennis.

"The availability of competitively-priced accessible buses was fundamental to our approach in this quality initiative," said Mr Robson.

"We are delighted to be pioneering the operation of fully-accessible buses in East Anglia and we are already getting very strong, positive feedback from our customers."



h Hispacold



CAETANO

Chauffeurs' midis

THIS Caetano Optimo IV is the first of three new mid-coaches for Edgbaston-based Chauffeurs of Birmingham which oust Mk I and II

Optimos from the fleet.

The 17-vehicle operation has progressed from a small unit in Tamworth to its current depot just off junction

9 of the M42. It now specialises in corporate hire, which makes up three-quarters of its work and demands top quality.

"The Optimos are due to go into AVT for videos and hot drinks makers," said Steve Robinson, who runs the company with his father Arthur. "They will then replace our older Optimos, and keep up the fleet profile."

Chauffeurs runs six full-sized coaches - five 49-seat Van Hool Scanias and Volvos, and a 28-seat Jonckheere DAF super-exec, which came from Birmingham Coach Company: "It's a cracking vehicle, and we've done well with it," said Mr Robinson.

The rest of the fleet is based on Mercedes-Benz... 609s, 711s and 814s.

Deals In Brief



Winning ALXs

GREY-Green has its 17 **Alexander** ALX200s for the 167 and 20 routes, retained after tender by London Transport and Essex County Council respectively. The £1.4 million-worth of low-floor buses are 36 seaters, with a further two tip-up seats and 16 standing.



More Optimos

BUDGET Rent-a-Car has collected two more Optimo IVs from **Caetano** for use on its Heathrow car park transfer duties, where it has a large number of these mid-coaches. They have just 16 seats apiece.



Hellyers' first Scania

HELLYERS of Fareham has taken delivery of this 49-seat Van Hool on **Scania** K113. The vehicle has Comfort Shift gearbox, Telma, fridge and centre, sunken toilet. It joins a fleet of 18 coaches, but is Hellyer's first Scania.





Just the ticket: Schlumberger's latest card

Ticket to the future

INTERNATIONAL business giant Schlumberger claims to have designed smart cards which will keep pace with the next generation of technology.

The contactless cards use industry-standard Mifare chips - already in use in their millions throughout the globe - to which Schlumberger has added one kbyte of memory in 16 blocks, which can each be assigned separate functions... one for each transport system, for example.

Its most advanced card, however, is based on Mikron's state-of-the-art Mifare-Plus chip, which combines contactless card technology and

electrical contact systems. Schlumberger's card has built-in software which help make it compatible with credit card, debit cards and electronic 'purse' functions such as Mondex.

It allows for integration of loyalty card schemes and should limit obsolescence: "This range solves the biggest ticketing challenge facing mass transit operators today," says Schlumberger's Jonas Andersson.

"It eliminates the risk of choosing dead-end ticketing technology."

Schlumberger Electronic Transactions is based in Montrouge Cedet, France.

Reduce fear of vehicle fires

'Ninety per cent caused by faulty wiring'

by Mark Williams

MORE than nine out of 10 vehicle fires are caused by faulty wiring, says a company whose circuit breakers and fuses could reduce the hazard.

Merlin Equipment's Blueseas electrical range is specially designed to connect to high-amperage circuits, such as battery connections to distribution panels and inverters, without tripping with every current surge.

According to Merlin, a battery bank of just 160 amp hours can produce 8,000 amps in short circuit. Yet most simple fusing systems may take 20 times longer to react than Blueseas' fuses.

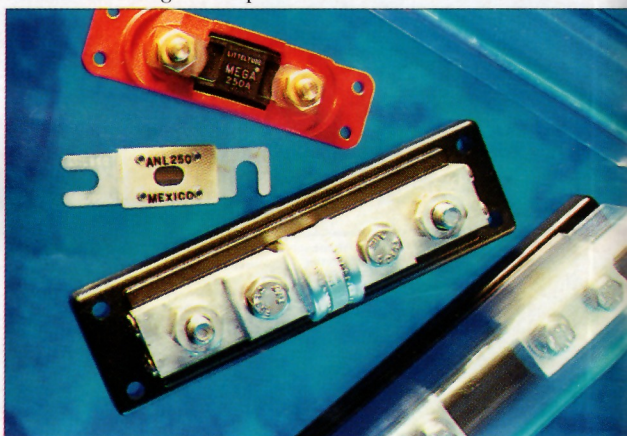
High power surges on start-up of accessories are also catered for. Blueseas' fuses are capable of running at 200 per cent of normal loading for two seconds, and 150 per cent for a minute, giving high current draw accessories time to swing into action without the fuse going, yet giving full protection

while they are running. The fuse boxes are made from corrosion-proof GE Lexan Polycarbonate.

Blueseas circuit breakers are similarly sophisticated, with the advantage of offering instant resetting... except

to begin running, before dropping to normal tolerance. Merlin says they are specially designed for use in harsh environments, using corrosion-free metals and plastics.

Blueseas fuses are available in 50 to 500 amps, 12v or 24v, and circuit breakers from 40 to



Short fuse: 'quick-reacting' Blueseas fuses

where the problem still exists.

Like the fuses, they can run at 400 per cent of normal rating for two seconds, to allow equipment

150 amps, 12v or 24v.

Contact Merlin Equipment at Wallingford, Oxfordshire, on 01491 824333, fax 01491 824466.

Move vehicles with ease



No-hitch lift: Wilmot's VM1000 in action

MOVING effectively disabled vehicles can be a nightmare, but Wilmot claims its VM1000 Heavy Duty Vehicle Mover, with its built-in battery power, may prove a godsend for operators.

The truck has a lifting capacity of seven tonnes and can tow up to 12 tonnes. Operated by the fitter, they have infinite speed control and two braking methods.

For details, contact Wilmot Handling on 0121 454 7514, fax 0121 456 1792.

Direct-glazing adhesive



Bonding within hour

SAFETY testing has proved SikaTack-Plus windscreen bonding meets rigorous standards within an hour of application, says the Hertfordshire-based company. The direct-glazing adhesive was tested to US standards in Germany, and was found to provide good security with shorter cure times.

There are special versions for coach windscreens but cure times are still down to two hours without any need for extra heat and independent of humidity levels.

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Fax: 01733 467154

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1990 (G) VAN HOOL ALIZEE DAF
SB2300. 51 seats. Centre sunken toilet,
TV/video, Sutrak air con. MoT till
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1990 (H) CAETANO ALGARVE
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seat, Sutrak air con. MoT till Sept '97.
..... £76,700 + VAT

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69492/CM

1985 SCANIA K112, JONCKHEERE P599,

51 seats, toilet, wired for
TV/video, double
glazed, MoT Oct '97

£37,500

Tel: 0181 715 1839

69373/CM

1984 'B' BEDFORD YNT DUPLER LASER

53 seats with seatbelts,
re-moquetted interior,
12 months MoT

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Paul Kettlewell
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49 recliners and courier, PA and
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Excellent condition throughout,
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Ready to go to work

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II Bristol Dome, 53 seats and
belts, curtains, air door, radio
cassette, 11 months test and taxed
..... £10,500

1980 Bedford Duple Dominant II,
53 seats, radio cassette, tested,
taxed £2,750

1979 Bedford Plaxton, 45 seats,
curtains, air door, radio cassette, 5
months test, taxed £3,500

1976 Leyland Leopard Dominant,
semi auto, 53 seats and belts, air
door, radio cassette, 7 months test,
taxed £3,500

1976 Leyland National S10, 45
seats, recon engine, 12 months
test, taxed £2,750

1988 Freight Rover Aitken Body,
20 seats, destination gear, 6
months test, taxed £2,950

Tel: 01279 430339

Mobile: 0831 350 686

All plus VAT and part
exchange considered

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1989 Bova Futura, 51/55
seats, double glazed, video,
toilet, MoT Aug 97, MoT
Sept 97, choice of 2
..... £67,500 each + VAT

1985 Bova Futura, 49
seats, double glazed, video,
toilet, MoT Jan 98
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01525 240630

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£1,750

MERCEDES 307. 1987
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£7,000

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seater £9,000
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1997, 1981 (X), 53 seater £6,000
Bedford Dominant 2 YNT 500, test January
1998, 1980 (V), 53 seater £4,600
Bedford Plaxton PJK, test February 1998,
Mark 4 front, 1978 (S), 29 seater £3,500
Bedford Plaxton YRT, test September 1997,
1975 (P), 53 seater £2,000
Bedford Plaxton YRT, test December 1997,
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All prices plus VAT

Please contact Mr P. Westfield on
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1987 D REG IVECO 49.10, 25 highback
coach seats c/w seatbelts, full soft trim,
tinted glass, good size boot, 4 speaker
stereo, power door, destination gear, new
tyres, recent brakes, tested till 20/11/97,
plain white (no signwriting). Excellent
condition and driver, Robin Hood
coachbody. A gift at **£4,995 + VAT**

1991 J REG CITROEN LWB HIGH TOP
MINIBUS, 15 seater, 3 point belts, full soft
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stereo, COIF for 14 or 4 seated + 3 wheel-
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(private plates). Taxed/MoT June,
53 seat, air door

£2,495 ono

Leyland engine

good condition

£1,500 ono

Recon gearbox

5-speed semi-auto

£850

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1986 LEYLAND TIGER CUB /
OPTARE, 32 seats, MoT Aug
'97, new gearbox **£2,500 ono**

1980 BEDFORD YMT/DUPLE
DOMINANT II, 53 seats, MoT
March 1998, express doors
£3,000 ono

1979 BEDFORD YMT/PLAXTON
SUPREME, 53 seats, MoT Oct
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LOW PRICE FOR QUICK SALE

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69650/CM

MAN 10.180 1991

JONCKHEERE P35 DEAUVILLE

34 seats, toilet,
MoT Dec '97,
double glazed, crew seat.

£50,000

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Excellent School Buses

£7,000 for three

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Express, 57-seater, duo blue, brand new hydraulic
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75-seater, MoT 05/02/98, excellent condition but
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W reg Duple Dom II
35 re-trimmed seats, Bristol dome,
new tyres, taxed, tested

£4000 ovno

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(Devon)

69626/BE

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51 re-trimmed seats, retractable belts,
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69625/BOV

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88 AND 89 DAF BERKHOF, luxury
double decker, 74 recliners, toilet, tables,
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ZF 6 speed gearbox. No reasonable offer
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69645/DAF

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1989 (F) DAF 2300 DHTD DUPLÉ 320 - 57 SEATER

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69689/DAF

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69665/DAF

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Javelin 290GX, Caetano
Algarve II, 49 / 51 / 53 seats,
rear toilet, drinks,
continental door, plain white,
1995, 6 'M' 'N'.

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II, 53 seats, continental door,
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LEYLAND TIGER 245 DUPLÉ CARIBBEAN II £23,500

1985, 48 reclining seats with arm
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TV & video

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69507/LE

Plaxton Supreme, 1981, Leyland Tiger

Semi auto, 12m, 50 recliners,
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white, air suspension, full test,
very good condition

£9,500 + VAT

01977 616398

69612/LE

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2 x 1983 Leyland Tigers with Plaxton 3200 Express bodies, 49 reclining seats, semi-automatic.
1 x 1983 (Dec) Leyland Tiger with Plaxton 3200 Express body, 53 seats, semi-automatic.
1 x 1984 (March) Leyland Tiger with Plaxton 3200 Express body, 53 seats, semi-automatic.
1 x 1985 Leyland Tiger, Duple Caribbean II, 53 seats, ZF 6-speed.
1 x 1982 Leyland Tiger, Duple Dominant IV, 49 reclining seats, ZF 6-speed, double glazed.

69474/LE

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£6,000-£10,000
Bulwark Bus & Coach
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68903/LE

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49 reclining seats, toilet, coffee machine, fridge, radio/PA, TV and video, 12 months MoT
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69375/LE

MAN

MAN SR280

1985, 49-seat, full exec, toilet, WC, drinks, reclining seats, Webasto, driver's bunk.
 Tested May '97
£24,000 + VAT
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69477/MAN

MAN SR280, 1981, PP, 48 reclining seats, with toilet, wired for TV/video and drinks, 12 months MoT, good condition, £11,250 ovno. Tel: 01952 245271.

69615/MAN



COACH INDUSTRY AWARDS

1995
1996
1997

Volvo. Coach of the Year for the third consecutive year.

B10M

MERCEDES

2 x 609D MERCEDES MINI-COACHES

G reg, 1 x 19, x 1 x 24 seater, Reeve Burgess conversions with boot, auto gearbox, MoT Nov 97.
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69484/ME

MERCEDES V8 TAZ DUBRAVA

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69505/ME

1993

MERCEDES 811D

Service bus, 33 seats plus 11 standees, Diptac spec, excellent condition
£24,950 + VAT
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69640/ME

1996 (N)

MERCEDES 609

24-seat executive. TV, video, tables, courier seat, 3-point seatbelts fitted, must be seen.

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69623/ME

MERCEDES 410D, 1994 (L) 15-seat luxury Minicoach. Dealer serviced. 3-point inertia seat belts, many refinements, excellent condition, £17,995 ono + VAT. 01522 810262.

69659/ME

MERCEDES 608D, 25 seater luxury Reeve Burgess conversion, full soft trim, luggage racks, 1983 but clean and mechanically good for age, MoT December 1997, £2,950 + VAT ono. Paritrans PSV 01795 474441/475720 (Kent).

69669/ME

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1996 - DENNIS JAVELIN PLAXTON PREMIERE 320
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1991 CUMMINS T815 VAN HOOL ALIZEE H
 49 reclining seats with arm rests, centre sunken toilet, centre continental door, courier seat, Webasto, fridge, coffee machine, curtains, moquette to roof
1985 - LEYLAND TIGER 245 JONCKHEERE P50
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1984 - VOLVO B10M DUPE CARIBBEAN
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1988 VOLVO B10M VAN HOOL ALIZEE
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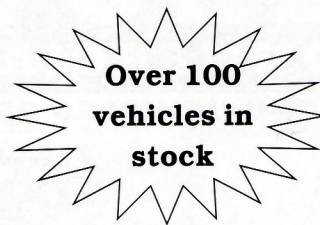


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See page 38 for superb Algarve full-size coach now being prepared

1987 D Freight Rover Sherpa Carlyle Mark II 16-seat coach, green moquette high-back seats with three point height adjustable belts, large luggage pens at rear, driver's locker, saloon heater, power door, one only at just £4,495
1988 E/F Freight Rover Sherpa Carlyle Mark II 16-seat coaches with certified seat belts and power doors, choice of two now being prepared for late April delivery, alternative interior trims available, or re-trims to your specification, large rear luggage pens, driver's locker, optional radio/cassette, luggage racks, gangway carpets, saloon heaters, prices from £4,995 to £6,495 depending on final specification - advance orders now being accepted.



1991 H Iveco 49.10 "New Generation" Phoenix 23/25-seat buses, 5-speed manual, power steering, DipTac features, choice of two, one resprayed in white and ready now, excellent value at just £12,495 each - 3 Carlyle-bodied "New Generations" also available at £13,995 each

1989/90 G Iveco 49.10 TurboDaily, Robin Hood/Phoenix bodywork, 5 speed manual, power steering, 23 or 25 seats, power doors, luggage pen, limited choice of vehicles awaiting preparation to customer specification from £7,495 to £7,995



1989 F & G Renault S56 Mark II Northern Counties 25-seat buses, automatic gearbox, coachbuilt fronts, red or fawn interiors, power steering, disc brakes, Telmas, choice of two very clean machines from £5,695 to £6,495



1987 E MCW MetroRider 23-seat midibus. Cummins engine, Allison gearbox, disc brakes all round, power steering, power door, blue/grey moquette seats, saloon heater, being repainted and prepared to customer specification £7,495

1987 D MCW MetroRider MF150/3 Midibuses, 23 seats, Diptac handrails, Perkins 6-litre/Allison 4-speed gearbox, power steering, power door, attractive red patterned moquette seating, full soft trim interior, extra ventilators, saloon heating, very good specification. Choice of three only £6,995 each
1987 D Freight Rover Sherpa Carlyle Mark I 20-seat bus, Ford DI engine and gearbox, power door, beige/orange interior, excellent reliable vehicle, one only . £3,995
1982 X Bedford YMQ-S Lex bodied bus, 37 seats plus 12 standees, Allison auto, repainted and in excellent condition throughout, power door, heaters £4,995

DUE IN SHORTLY

1984 A DAF MB200DKFL Caetano Algarve 49/53 seat coach - see ad on page 38
1989/90G Iveco 49.10 Reeve Burgess Beaver 23/25 seaters

All the above prices include our full preparation package, comprising a new PCV MoT, full mechanical inspection and report with defects rectified, and all necessary body repairs and repainting. Trade-ins are welcomed, and we can offer finance for any vehicle in stock, subject to status. Many of the above vehicles can be purchased at much lower prices with current MoT's prior to being prepared - for example, Renault S56 Mark II's (disc brake model) with long MoT's are available from £3,500. Phone for full details

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M reg FORD TRANSIT, 14 seat diesel.	£10,750
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IVECO FORD 49-10 1994 L, MoT Jan 1998, 19 hi-back seats with arm-rests and seat belts, coach rear with small boot, power plug door, wheel trims, radio cassette, good condition. £16,500 ono. **Tel: 01506 432251.** 69616/MB

1987 (E) VW OPTARE Citypacer, 21 seat service bus, MoT 08/97, lovely condition inside and out. £3500 + VAT. **Tel: 01985 846380, 0410 527040.** 69637/MB

MAZDA E2200 DIESEL, 1989 G reg, 14 seats, FSH, PSV, 1 years MoT, taxed, good condition, £3,500 ono + VAT. **Tel/Fax: 01634 725867 Kent.** 69611/MB

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1992 DENNIS DART, 10m, Northern Counties body	1991 TOYOTA OPTIMO, 21 seater Mk II
1990 SCANIA K113 PLAXTON, 53 seater	1980 LEYLAND LEOPARD, 53 seater
1987 BEDFORD 330 TURBO, 29 seater Plaxton	1984 VOLVO B10M DUPLÉ
1982 LEYLAND TIGER PLAXTON, 55 seater retrimmed	CARIBBEANS, choice of 2
1980 VOLVO B58 VIEWMASTER, 53 seater	1983 DAF LAG GALAXY, 53 seater
	1978 AEC PLAXTON, 53 seater

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49/53 reclining seats, lap seat-belts, courier seat, aircraft lockers, double glazed, curtains, O/S sunken toilet, drinks machine, fridge, drivers bunk, radio cassette, monitor & video, carpet under aisles, Telma
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1993 48/49 seats, air conditioning, toilet, fridge, tea and coffee machine, one TV monitor.

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1992 J SCANIA K113 PLAXTON PARAMOUNT 3500, 51 recliners + c. toilet, TV/Video, drivers bunk, radio/PA/cassette
1990 G SCANIA K113 VAN HOOL ALIZEE, 49 seats + c. toilet, TV/Video, drivers bunk, radio/PA/cassette

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1993 VOLVO B10M JONCKHEERE DEAUVILLE, 49 seats + c. toilet, radio/PA/cassette
1987 D VOLVO B10M JONCKHEERE P599, 51 recliners, toilet, d rinks machine, TV/Video, radio/PA/cassette
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1982 PLAXTON SUPREME V EXPRESS, 53 seats, semi auto, various tests - choice.

1982 DUPEL DOMINANT II, 51 seats, semi auto, power door, Aug test.

LEYLAND NATIONAL

1980 MK II, 680 engine, B series spec, 49 seats. Test Oct.

LEYLAND ATLANTIAN

1978 AN 68, Alexander body, 86 seats. Test Jan 98.

BEDFORD

1987 PLAXTON DERWENT BUS, 49 coach seats. Test Oct.

MIDI COACHES

1991 MERCEDES 814D, Whittaker coach body, 33 coach seats with seatbelts, boot etc. Test Aug. Ring for full spec.

1989 LEYLAND SWIFTS, Reeves Burgess Harrier coaches, power door, large boot, Allison auto gearbox, one with 37 coach seats, one with 35 coach seats, repainted and painted white. Test March 98.

1988 MERCEDES 709D, Wadham Stringer bodywork, auto gearbox, 25 bus seats. Test Nov.

1988 Mercedes 609D, Reeves Burgess bodywork, 25 bus seats, choice.

1987 RENAULT-DODGE, Alexander body, 19 seats, auto gearbox. Test Oct.

1986 IVECO 79/14 VIANA, 19 full size coach seats, large boot, power door, etc. Test Aug.

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- 1993 DAF SB3000 CAETANO ALGARVE II, 49 reclining seats, courier seat, centre sunken toilet, double glazing, continental door, new MoT.
- 1988 VOLVO B10M VAN HOOL ALIZEE, 49 reclining seats and courier seat, centre sunken toilet, continental door, curtains to side windows, video and monitor, crew compartment, drinks machine and fridge.
- 1987 BEDFORD PJK PLAXTON PARAMOUNT 3200, 29 seater, new MoT, available now
- 1986 VOLVO B10M CAETANO ALGARVE I, low driver position, 53 re-moquetted reclining seats, wiring for TV/video, radio/pa, new MoT.
- 1986 DAF MB230 DUPLÉ 340, 49 reclining seats, courier seat, toilet, continental door, wiring for video, long MoT.
- 1986 IVECO VIANA CAETANO, 19 seater coach, blue/grey interior, two tone blue exterior, power door, MoT, 23/05/97.
- 1983 DAF MB200 LAG GALAXY, 49 reclining seats and courier seat (recent re-trim) rear offside toilet, continental door, double glazed re-painted, silver metallic exterior.
- 1981 MERCEDES BENZ 0303 JONCKHEERE BERMUDA, 49 reclining seats and courier seat, toilet, wired for video, repainted white exterior.
- 1980 VOLVO B58 CAETANO ALPHA, 53 seater, white exterior, autumn tint interior, power door, MoT 13/06/97.

SALES ENQUIRIES

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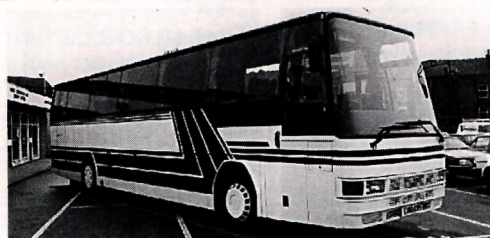
Midlands and East Anglia - John Bass - 0410 326399

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96 MERC 709, service, 29+ standees

96 MERC 814, dual purpose Dip-tac

95 LEYLAND DAF 20, service bus, low mileage

95 DEC. MERC 814, 33 coach spec, low mileage

95 MERC 811, service, 33+12 auto or manual

94 709 service bus 29+8

94 B10 PREMIERE, 49/53, d/glazed, fridge, coffee machine

94 MERC 208, 12+ driver, PSV

94 LEYLAND DAF, 20 seat, service, p/door

93 LEYLAND DAF 16/5, wheelchairs

92 MERC 609, 24 coach, low miles

92 TRANSIT, diesel, 16 PSV, tested

90 MERC 709, 25 p/door, boot, tested

90 TRANSIT LWB, Petrol, 12 seats

90 TRANSIT, 15 PSV diesel. Tested.

90 TRANSIT, LWB 12 seat diesel PSV

90 DUPLÉ, 425 Cummins ZF7, 52, toilet, TV, Telma

89 DAF, Algarve exec 11.6, toilet, TV

89 MERCEDES 208D, 12 seats

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88/89/90 TALBOT, triaxles. 22+ standees.

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88 TRANSIT 14 diesel, PSV, tested

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88 TRANSIT, 12 PSV, SWB, Diesel

88 TRANSIT, 12, Petrol

88 TRANSIT, 14 diesel, PSV

87 MERC 814, 29 seats, new test.

87 RENAULT DODGE, service bus, 29+ standees

86 VOLVO B9, 33 coach seats and standees and boot.

86 MERC 608, service buses, tested

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86 R/DODGE, 25 seat, 5 speed

86 VOLVO B9, Plaxton 33 coach seat + boot and standees. Autobox

86 BEDFORD, Power Steering, 31 seats or 7 wheelchairs

84 LEYLAND ROYAL TIGER VAN HOOL, SA, exec, 49/53, video

85 SETRA, exec, 49, toilet, TV

84 B10 VOLVO BERKHOF, executive, TV

84 MAN VAN HOOL ASTRON, 61 seats, toilet

83 DODGE R BURGESS, diesel, auto, 17 F dr.

82 BEDFORD, 35 seat, 8.5 metres.

82 DENNIS, V8 auto Alexander Service Bus

80 BEDFORD PLAXTON, 31 recliners, tested

79 VOLVO IRIZER, 49 seats, toilet, exec

78 LEYLAND Duplé, express doors

78 LEYLAND EXPRESS Duplé, 53

78 AEC ZF, retrimmed throughout, 53

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Gardner engine, single entrance, 76 seats, good MoT, choice



1988 MCW METRORIDER
23 seats with luggage pen, power door, power steering, choice of 7, good MoT, repainted in white.



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Reeve Burgess bodywork, 20 seats + standees, power door, good MoT. Choice of 2. From £4000



1987 LEYLAND LYNX, Service bus, 49 seats + 21 standees, Tiger TL11 engine, fully auto, single entrance, good MoT.

1987 MERCEDES 609D, Devon coach conversion, 19 high back seats, drop-well boot, power steering, good MoT
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1986 DHTD PLAXTON V200

53 recliners with seat belts, Mot March 1998, excellent condition throughout

£38,000 + VAT

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Leyland Atlantean/East Lancs

1975, 75 seats, choice of 4 - £4,500 plus VAT

Leyland Atlantean/East Lancs

1976, 86 seats, choice of 4 - £5,000 plus VAT

Dodge S56/Alexander Minibus

1987, 23 seats, choice of 4, MoT March 1997
£5,000 plus VAT

Warrington Borough Transport Limited
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Big choice of used coaches at bargain prices!

1994 Private Volvo B6 Caetano Algarve, 34 reclining seats, Exterior White, Interior Grey Moquette, Radio, Pa, Microphone, Cassette, Wheel Discs, Driver Operated Door, Driver's Fan, Pannier Locker, Rack Locker, Rear Window, Tinted Windows, Peage Window, Double Glazing, Curtains, Black Gangway and Armrests. Ref: 0296

1991 J MAN 10.180 Jonckheere Deauville P35, 28/30 seats, Exterior Silver, Red, White & Blue, Interior Grey Moquette, Radio, Pa, Cassette, Wired for TV, Driver Operated Door, Exhaust Brake, Side Locker, Saloon Toilet, Double Glazing, Tinted Windows, Curtains, Crew Seat, Air Suspension, Red Carpet to Gangway, Spare Wheel, 3 Part Screen, Peage Window, Servery at Rear. Ref: 6765

1991 H Toyota Optimo II Caetano, 18 reclining seats, Exterior White, Red & Blue, Interior Grey, Red & Blue Moquette, Radio, Pa, Driver Operated Door, Retarder, Tinted Windows, Curtains, Crew Seat and Hot Water Bottle. Ref: 6571

1995 M Volvo B10M Plaxton Premiere 320, 53 reclining seats, Exterior Cream & Red, Interior Brown Multi Moquette, Radio, Pa, Cassette, Wheel Discs, Driver Operated Door, ABS, Webasto, Drivers Fan, Courier Fan, Pannier Locker, Rack Locker, Rear Window, Tinted Windows, Double Glazing, Blinds, Seat Belts, Magazine Nets, Armrests, Crew Seat. Ref: 0254

1994 L Volvo B12T Jonckheere Deauville, 50 reclining seats, Exterior Cream, Interior Brown Striped Moquette, Radio, Pa, Microphone, Cassette, Wheel Discs, Driver Operated Door, Air Conditioning, ABS, Webasto, Side Locker, Aircraft Locker, Tinted Windows, Double Glazing, Curtains, Continental Door, Seat Belts, Crew Seat. Toilet. Ref: 0286

1993 K Volvo B10M GL Plaxton Premiere 320, 53 reclining seats, Exterior Cream & Orange, Interior Brown Coloured Striped Moquette, Radio, Pa, Microphone, Cassette, Wheel Discs, Driver Operated Door, ABS, Pannier Locker, Aircraft Locker, Rear Window, Tinted Windows, Double Glazing, Curtains, Seat Belts, Armrests, Brown Gangway & Crew Seat. Ref: 0293

1992 J Volvo B10M Excalibur, 49/53 reclining seats, Exterior White, Interior Grey Moquette, Radio, Pa, Cassette, TV, Front Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Toilet, Double Glazing, Tinted Windows, Blinds, Continental Door, Crew Seat, Crew Compartment and Wiring for Video. Ref: 6735

1991 H Volvo B10M Paramount 3500, 49/53 reclining seats, Exterior White, Interior Grey Striped Moquette, Radio, Pa, Cassette, Wiring for TV/Video, Wheel Discs, Driver Operated Door, Exhaust Brake, Side Locker, Toilet, Tinted Windows, Curtains, Continental Door, and Crew Seat. Ref: 6904

1991 H Volvo B10M Plaxton Paramount 3500, 49 reclining seats, Exterior White, Red, Yellow, Interior Duo Brown C/S Moquette, Radio, Pa, Cassette, TV/Video, Driver Operated Door, ABS, Side Locker, Toilet, Double Glazing, Tinted Windows, Blinds, Continental Door, Crew Seat, Crew Compartment. Ref: 7114

1990 G Volvo B10M Paramount 3500, 51 reclining seats, Exterior White, Interior Brown Striped Moquette, Radio, Pa, Cassette, Wiring for TV and Video, Wheel Discs, Driver Operated Door, Telma, Side Locker, Toilet, Double Glazing, Webasto, Tinted Windows, Curtains, Continental Door and Crew Seat. Ref: 6901

1989 F Daf 230MB Plaxton Paramount 3500, 49 reclining seats, Exterior Grey & Cream, Interior Grey & Red Moquette, Radio, Pa, Microphone, Cassette, Wheel Discs, Driver Operated Door, Drivers Fan, Tinted Windows, Double Glazing, Curtains, Continental Door, Hot & Cold Water, Seat Belts, Crew Seat and Toilet. Ref: 0161

1988 Private Scania K112 T/R Plaxton 4000, 53 Up and 16 Down reclining seats, Exterior White with Stripes, Interior Brown & Orange Moquette, Radio, Pa, Cassette, TV Video, Driver Operated Door, ABS, Retarder, Toilet, Double Glazing, Webasto, Tinted Windows, Curtains, Continental Door, Twin Crew Seat, Crew Compartment, Water Boiler & Tables. Ref: 0251

1986 C Mercedes Integral Kassbohrer Setra, 53 reclining seats, Exterior Multi Coloured, Interior Brown Moquette, Voith Retarder, Radio, Pa, Microphone, Cassette, Wheel Discs, Driver Operated Door, Drivers Fan, Courier Fan, Side Locker, Rack Locker, Rear Window, Tinted Windows, Curtains, Continental Door, Magazine Nets, Armrests, Red Gangway and Crew Seat. Ref: 0285

1989 Private Duple 425 Cummins Integral, 53 reclining seats, Exterior White, Interior Brown Coloured Striped Moquette, Telma, TV, Video, Radio, Pa, Cassette, Wheel Discs, Driver Operated Door, Drivers Fan, Integral Locker, Aircraft Locker, Rear Window, Tinted Windows, Peage Window, Double Glazing, Continental Door, Hot Water, Fridge, Armrests, Crew Seat and Toilet. Ref: 0262

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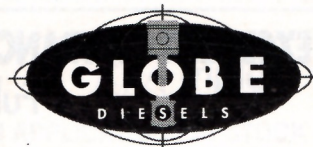
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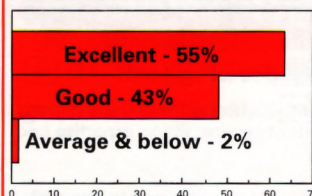


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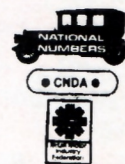
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11 am prompt, Thursday, 17th April, 1997
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Various tools and equipment to maintain the above fleet
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69632/AUC

Appointments & Tenders

Tel: 01733 467144 Fax: 01733 467154



MARKETING MANAGER

South Wales Transport (SWT) is the leading bus and coach operator in South West Wales and has a reputation for providing high quality customer focused public transport and developing innovative products. The Company is part of the FirstBus Group which is one of the main UK groups involved in the carriage of people by bus, coach and rail.

As a result of reorganisation, SWT is now seeking a Marketing Manager who will be responsible to the Managing Director for all elements of the marketing mix. In particular, the manager will be responsible for market research and will be fully familiar with market research techniques and handling a small research team.

The successful candidate is likely to be a graduate who is self motivated and ambitious with at least 4 years marketing experience in the transport industry.

She/he will be a committed member of the management team who can use her/his skills to develop a marketing strategy which will maintain and increase market share. Salary for this challenging position will be around £25K with the usual large company benefits. If you have the necessary qualifications, skills and ability to meet this challenge, write now with a full C.V. to:

A. D. Kreppel, Managing Director, The South Wales Transport Co. Ltd,
Hoel Gwyrdd, Penlan SWANSEA SA5 7BN

Closing date for applications: Monday 28th April, 1997

SWT is an equal opportunity employer



A subsidiary of FirstBus plc.

69195/APP

Appointments & Tenders

Tel: 01733 467144 Fax: 01733 467154

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MANAGER

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Included in your duties would be Quality Control, Driver Training, setting up working practices, driver discipline etc.

Must be computer literate, hold a PCV and CPC international, be able to communicate at all levels and have good organisational skills and be committed to our expansion.

If this describes you then send your CV and photo stating salary required to: **Tony Hill, Impact Coaches, Bridge Garage, Culmington Road, EALING, LONDON W13 9NB.**

69181/APP

Eastern Counties

ENGINEERING MANAGER

Eastern Counties is East Anglia's leading bus operator and is a member of FirstBus plc. We operate from eight depot sites throughout Norfolk and Suffolk. Due to internal reorganisation, a vacancy has arisen for a highly motivated individual to join the management team at one of these depots.

Reporting directly to the Depot Manager, you will be responsible for cost-effectively managing the workshop on a day-to-day basis, which will involve organising repairs and scheduling maintenance.

Key responsibilities are:

- ~ to provide first rate standards for our customers;
- ~ to ensure that engineering standards are maintained;
- ~ to ensure budget performance is achieved;
- ~ to direct and motivate workshop staff;
- ~ to relate to the Department of Transport.

This is a demanding and challenging post which requires commitment and flexibility. In return Eastern Counties can offer a commitment to the future with great emphasis on employee participation and rewarding opportunities.

Those wishing to apply for the post should do so in writing, enclosing a full C.V. to:

John Taylor,
Engineering Director,
Eastern Counties Omnibus Co Ltd,
79 Thorpe Road, Norwich NR1 1UA

Applications should arrive no later than 30 April, 1997.

69504/APP

Appointments & Tenders

Tel: 01733 467144 Fax: 01733 467154

VACANCY FOR COMMERCIAL OFFICER

A vacancy exists for someone to work as part of a small team responsible for the commercial activities of Hampshire Bus and Hants & Surrey.

Duties will include:

- ★ Route planning and network design
- ★ Preparation of competitive tenders for contracted work
- ★ Preparation of working timetables and registration with Traffic Commissioner
- ★ Efficient scheduling of vehicles and manpower
- ★ Production of timetable and other publicity material
- ★ Faretable production/maintenance of electronic ticket machine programme
- ★ Maintenance of electronic destination display programme
- ★ Preparation and reporting of traffic-related statistical data
- ★ Assisting with strategic forward planning and budgeting

Applicants should be literate, numerate and preferably familiar with the use of a computer for at least word processing/spreadsheets (full training will be given in the use of more specialised computer software used). Clean driving licence (and PCV) plus a good geographic knowledge of Western Hampshire/Eastern Surrey would be advantageous.

The ideal candidate should:

- ★ Possess strong communication skills
- ★ Be well organised and capable of prioritising work to meet critical deadlines

Applications to:

Mr Steve Barnett, General Manager

STAGECOACH HAMPSHIRE BUS,

Bus Station, New Market Square, Basingstoke, RG21 7HP

Closing date for applications is 21st April 1997

Stagecoach
HAMPSHIRE BUS

69191/APP

Provincial

VACANCY FOR DEPOT MANAGERS HILSEA/HOEFORD DEPOTS

Vacancies have arisen for two Depot Managers at the Hilsea and Hoeford Depots of Provincial due to a Management restructure.

Responsibilities will include all personnel matters, planning issues and other aspects of traffic management. The ideal applicant should be willing to accept responsibility and possess an ability to deal with people in varying circumstances.

The positions offer excellent opportunities for motivated individuals who can show leadership and an ability to work under pressure.

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Mr P Marlow, Managing Director
PROVINCIAL BUS COMPANY LTD
Gosport Road, Fareham PO16 0ST

Closing date: Wednesday 23rd April 1997

69192/APP

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BRITISH & CONTINENTAL TOUR MANAGER

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THE MANAGING DIRECTOR,
THE DUNN-LINE GROUP,
DUNN-LINE CORPORATION HOUSE,
THE COACH STATION, PARK LANE,
BASFORD, NOTTINGHAM NG6 0DW

69662/APP

NORFOLK COUNTY COUNCIL Department of Planning and Transportation

Tenders are invited for the provision of local bus services in the Norwich area of Norfolk commencing 2 November, 1998. Forms including full details are available on application to the Director of Planning and Transportation, County Hall, Martineau Lane, Norwich, NR1 2SG, marked for the attention of the Public Transport officer, and must be returned to the Assistant Chief Executive and Corporate Solicitor not later than 2 pm on Tuesday, 22 April, 1997.

69638/TEN

London Transport bus services

London Transport Buses will shortly be inviting tenders for the operation of the following London Transport routes:

76 Northumberland Park - County Hall

196 Norwood Junction - Brixton

259 Ponders End - Holborn Circus

P4 Lewisham - Brixton

These routes will be tendered on the basis of net cost contracts.

The above routes form part of the current network and as part of our ongoing commitment to provide the best possible services, routes may be subject to change as part of the tendering exercise.

If you are interested and have already submitted your pre-qualification documents then you need take no further action at this stage.

However if you are interested and have not completed London Transport's pre-qualification system for bus service tendering then you must do so by 16th May 1997 in order to receive invitations to tender for the above routes.

Pre-qualification documents are available by writing to:

Mr T Wynne, Buyer
London Transport Buses
172 Buckingham Palace Road
London SW1W 9TN
Telephone 0171 918 3812



London Transport
Buses

The Coach & Bus Guide *Week by Week*

Find it here in the Instant Phone Guide

A — A

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North 0161 624 0025
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Scotland South 0141 347 1066
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Roadlink Int' tel: 01902 636206

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Bristol: 0117-955 4955
London: 01932-569 177

BUS & COACH GLAZING (ANSTON)

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BUS & COACH GLAZING

(BARRHEAD)

tel: 0141 8761177

BUS & COACH GLAZING (WARE)

tel: 01920 485996

C — C

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for Van Hool windscreen, body
& integral chassis parts.
tel: 0121 524 1200

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Confederation of Passenger Transport UK
tel: 0171 831 7546

C.ANTHONY WOOD & CO

Accountants
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CCS 24HR COACH MOBILE

B/Down Svc tel: 0181 5617838

COACH WASH, ARMCHAIR

Brentford tel: 0181 568 8227

CORNISH-NW, INSURANCE

tel: 0151 5461282

D — D

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Sheffield tel: 01909 551166

L — L

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call Actionform!
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M — M

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NORTHERN COUNTIES LTD

Bus Bodies tel: 01942 212135

P — P

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Ware tel: 01920 462383

PRESTIGE MARKS

Registration Numbers
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Fax: 01278 425958

PROLIFT, MOBILE VEHICLE LIFTS

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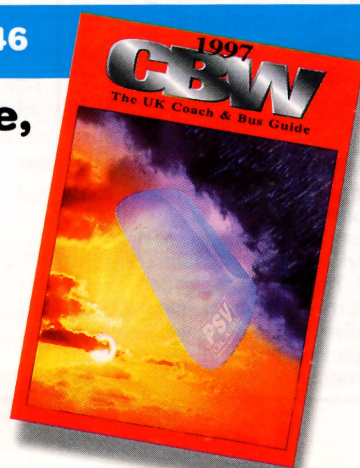
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▼ Coach

Development manager for SJ Carlton

Andrew Jeffery joins dealership

COACH dealership SJ Carlton has appointed **Andrew Jeffery** its development manager.

Mr Jeffery has 25 years' experience of management, having worked at Barr and Wallace Arnold Trust's motor division, LEX, Volvo, Land-Rover and several regional car dealerships.

His formative years in industry were spent at Bedford Trucks, but he has also studied accountancy and has pioneered ISO 9000 business systems in

by Mark Williams

the retail motor industry. While at a Volvo dealership, he steered it to a national customer service award.

He is a fellow of the Institute of the Motor Industry, from whom he has received two awards, and member of the Chartered Institute of Marketing.

"The principles for pursuing quality are the same throughout industry," he told *CBW*. "I



Andrew Jeffery: customer service priority

believe the best way to achieve it is to make the best of the people you have got."

Mr Jeffery will be concentrating on developing the level of customer service at the Neoplan concessionaire through improved internal systems. In his spare time, Mr Jeffery restores and races classic cars.

▼ Bus

NFBU's area driver of year

THE National Federation of Bus Users has made Newport Transport's **Tony Trigg** its area driver of the year, and Trent Buses top company.

The awards, for NFBU's midlands and south wales region, saw the route award split between Richards Brothers' drivers and Cardiff Bus, and runners-up Stagecoach's Cheltenham and Gloucester. Runner-up in the operator category was **PMT**.



▼ Bus

SWT ops chief

SOUTH Wales Transport has appointed **Ian George** its area operations manager. Mr George was latterly garage general manager at Capital Citybus' Northumberland Park, and has worked as operating manager in Bridgend for National Welsh.



Payment (please tick as appropriate)

Coach and Bus Week

	1 year	2 years	3 years
UK	£49.00	£88.00	£125.00
Eire/Europe 1 year	£92.00	Airmail 1 year	£124.00

Transit (Existing Coach and Bus Week Subscribers)

	1 year	2 years	3 years
UK	£72.00	£129.00	£183.00
Eire/Europe 1 year	£115.00	Airmail 1 year	£147.00

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	1 year	2 years	3 years
UK	£121.00	£217.00	£308.00
Eire/Europe 1 year	£164.00	Airmail 1 year	£196.00

PLEASE ANSWER THE FOLLOWING QUESTIONS.
YOUR COMPANY DETAILS

1. What is your primary job title?

(Tick one only)

- Owner/Director ☐ 01
Senior/General Manager ☐ 02
Engineering/Service Manager ☐ 03
Other (please specify) ☐ 04

2. What is your company's main business function?

- Bus Operator ☐ 01
Coach Operator ☐ 05
Coach & Bus Operator ☐ 02
Local Government ☐ 03
Other (please specify) ☐ 04

3. How many vehicles does your company own/operate?

(Tick all that apply)

- | | Buses | Coaches |
|----------|-----------------------------|-----------------------------|
| 1-5 | ☐ 01 | ☐ 10 |
| 6-10 | ☐ 02 | ☐ 11 |
| 11-15 | ☐ 03 | ☐ 12 |
| 16-25 | ☐ 04 | ☐ 13 |
| 26-39 | ☐ 05 | ☐ 14 |
| 40-100 | ☐ 06 | ☐ 15 |
| 101-400 | ☐ 07 | ☐ 16 |
| 401-1000 | ☐ 08 | ☐ 17 |
| 1000+ | ☐ 09 | ☐ 18 |

4. Do you have responsibility for the recommendation/purchase and/or specification of the following?

(Tick all that apply)

- | | Pur | Spec | Rec |
|--------------------------|-----------------------------|-----------------------------|-----------------------------|
| Vehicles | ☐ 01 | ☐ 12 | ☐ 23 |
| Parts/Spares | ☐ 02 | ☐ 13 | ☐ 24 |
| Oil/Fuel | ☐ 03 | ☐ 14 | ☐ 25 |
| Breakdown | ☐ 04 | ☐ 15 | ☐ 26 |
| Insurance/Finance | ☐ 05 | ☐ 16 | ☐ 27 |
| Fuel Cards | ☐ 06 | ☐ 17 | ☐ 28 |
| Training | ☐ 07 | ☐ 18 | ☐ 29 |
| Venue/Attraction Tickets | ☐ 08 | ☐ 19 | ☐ 30 |
| Ferry Crossing | ☐ 09 | ☐ 20 | ☐ 31 |
| Hotel Bookings | ☐ 10 | ☐ 21 | ☐ 32 |
| Theatre Tickets | ☐ 11 | ☐ 22 | ☐ 33 |
| Other (please specify) | ☐ 34 | | |

5. What type of work does your company undertake?

(Tick all that apply)

- Private Hire ☐ 01
Day Excursions ☐ 02
British Tours ☐ 03
European Tours ☐ 04
Local Government Contracts ☐ 05
Emergency/Breakdown Services ☐ 06

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Ref: 0144

1995 M VOLVO B10M PLAXTON PREMIERE 320, 53 RECLINING SEATS

Exterior Cream & Red, Interior Brown Multi Moquette, Radio, Pa, Microphone, Cassette, Wheel Discs, Driver Operated Door, ABS, Webasto, Drivers Fan, Courier Fan, Pannier Locker, Rack Locker, Rear Window, Tinted Windows, Double Glazing, Blinds, Seat Belts, Magazine Nets, Armrests, Crew Seat.

Ref: 0254

1994 L VOLVO B10M MK III VAN HOOL ALIZEE, 52 RECLINING SEATS

Exterior Maroon & White, Interior Grey & Red Moquette, Radio, Pa, Cassette, Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Toilet, Double Glazing, Tinted Windows, Blind, Crew, Seat, Footrests and Destination Gear.

Ref: 6745

1993 L VOLVO B10M EXCALIBUR 3.5, 51/53 RECLINING SEATS

Exterior White, Interior Multi Coloured Moquette, Radio, Pa, Stereo, Front Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Sunken Toilet, Double Glazing, Webasto, Tinted Windows, Curtains, Continental Door, Crew Seat, Servery, Soft Trim and Drinks Trays.

Ref: 6789

1989 F DAF 230MB PLAXTON PARAMOUNT 3500, 49 RECLINING SEATS

Exterior Grey & Cream, Interior Grey & Red Moquette, Radio, Pa, Microphone, Cassette, Wheel Discs, Driver Operated Door, Drivers Fan, Tinted Windows, Double Glazing, Curtains, Continental Door, Hot & Cold Water, Seat Belts, Crew Seat and Toilet.

Ref: 0161

1989 F MERCEDES 0303 RHS, 53 RECLINING SEATS

Exterior Red and Cream, Interior Red Moquette, Radio, Pa, Cassette, Wheel Discs, Driver Operated Door, ABS, Exhaust Brake, Side Locker, Webasto, Tinted Windows, Blinds, Continental Door, Crew Seat and Air Conditioning.

Ref: 6973

1986 PRIVATE LEYLAND TIGER DUPEL 340, 49 RECLINING SEATS

Exterior White and Blue, Interior Brown Moquette, Radio, Pa, Microphone, Driver Operated Door, Drivers Fan, Pannier Lockers, Rear Window, Tinted Windows, Curtains, Continental Door, Armrests, Crew Seat, Toilet.

Ref: 0198

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Ref: 0143

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1984 PRIVATE MERCEDES NEOPLAN INTEGRAL SKYLINER, 73 SEATS

Exterior Silver and White, Interior Grey Moquette, Radio, Pa, Cassette, Driver Operated Door, Drivers Fan, Courier Fan, Rear Window, Tinted Windows, Continental Door, Hot & Cold Water, Servery, Two Tables, Crew Seat, Toilet.

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